

Can Packer Cut Profit Out of His Hogs in 1928?

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THE

NATIONAL PROVISIONER

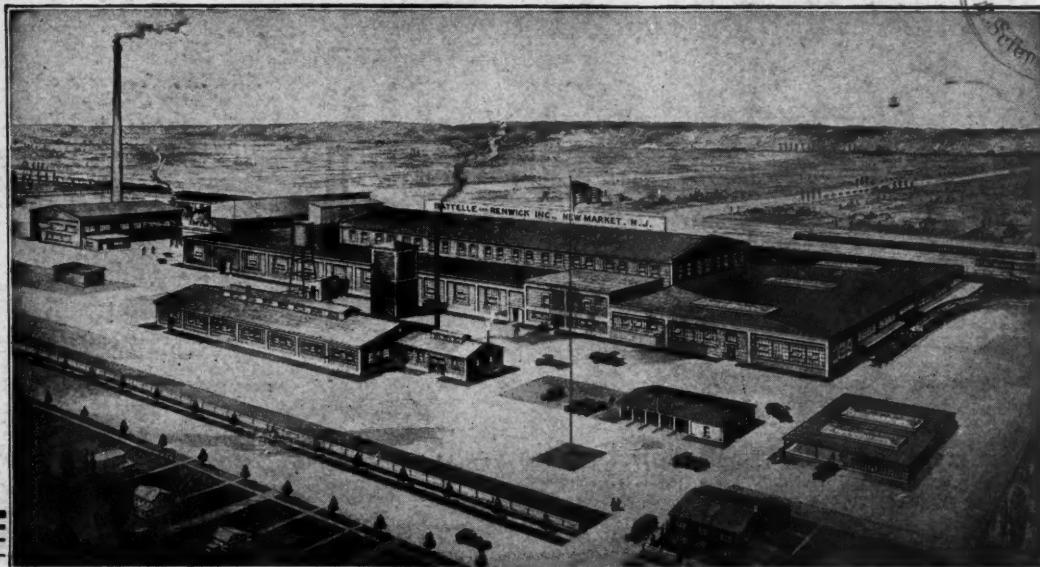
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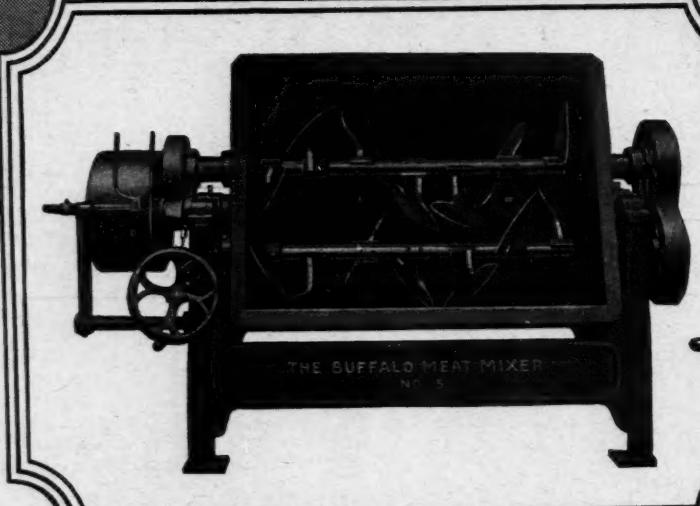
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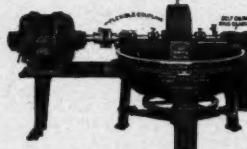
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"BUFFALO" Meat Mixer

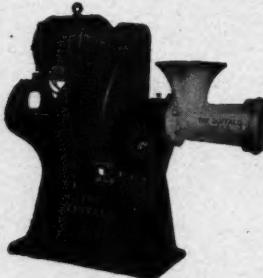
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"BUFFALO" Silent Cutter



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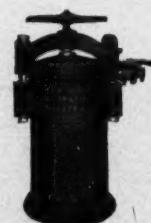
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THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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No. 22

What Does the Pork Packer See Ahead?

Reasons Why He May Have Good Year In 1928 if He Buys His Hogs Based On What He Can Get for Product

The packing year 1927 offered many puzzling situations for the pork packer. Hogs were high throughout the year—higher relatively than the product made from them.

As a result many packers found themselves viewing an unsatisfactory balance sheet at the end of the packing year. Either they had a poor return for their year's work, or they had nothing to show for it but a balance on the wrong side of the ledger.

What was the trouble?

Perhaps the chief difficulty was that the packer is something of an optimist. If he is not making money on his hog buy of today, he is pretty sure he will on that of tomorrow or next week.

The trouble, too often, is that the anticipated money making period never comes!

They Still Hold to the Old Idea

There still are those in the industry who believe there is a period of heavy hog runs when product must be bought and stored away, to supply the needs of the consuming public when the runs are light, and when a buying period is at hand.

These packers have not yet realized that the expected light runs are no longer very light. Farmers market a goodly supply of hogs at all seasons of the year.

Any surplus product on hand must go into the cellars at a price that will cover cost and carrying charge—if the packer is to make money.

But how many packers now have—or have had during the past year—product in their cellars that did not cost them more than it could be sold for?

How many packers made money on product they accumulated from hogs at the fancy prices that prevailed through most of the past year?

Every packer knew prices were too high for him. He bought to take care of his current needs, and bought still more to put into his cellar—always in the hope that hogs would be scarcer and product prices go high enough to cover his costs, and maybe to make him some money!

Hopes vs. Realization

But the result has been different. Instead of hogs getting scarcer they have become more plentiful. More and more hogs have been coming to market.

These have brought with them lowering price levels, not only for live hogs but for product as well. The prices for cured pork products are almost ridiculously out of line with

the price of the hogs from which this product came.

If packers could get away from paying high prices for hogs simply because their competitor is doing it—or if they did not feel the urge to keep their place in the trade or to keep their plants going regardless of costs—there would be less plunging in hog prices.

For more than a year hog prices have been high. Naturally this had a strong influence on production. It is folly to believe that producers will not raise hogs when they see ahead such prices as packers allowed themselves to be forced into paying for more than a year.

Now, even though the consuming public is well employed, it will not buy heavily of product from 11c, 12, 13c—and still worse—14c hogs.

Plenty of Warning Given.

The packer has been given more than one taste of this buying strike on the part of the public. Perhaps the public is not conscious of any deliberate letting down in the purchase of pork products, but it changes its habits with price changes just as surely as if a determined effort were made to bring about this result.

Many times THE NATIONAL PROVISIONER has pointed out that packers were paying prices way out of line with what they received on the product. Week after week a "short form hog test" was run, showing the average cut-out value of hogs, and almost invariably these values showed too much loss at "going" hog prices.

Always a warning was sounded, along with these tests, urging packers not to pay more for their hogs than they could get out of them.

Many times the belief has been expressed on the editorial pages and elsewhere in THE NATIONAL PROVISIONER that packers could not pay more than a 10c top for hogs, and have a reasonable prospect of marketing the product at any kind of a fair return to themselves.

But the industry has gone merrily on in

Get Value from Hogs

The new meat packing year is already well under way.

Packers have started it with better basic prospects than prevailed a year ago.

Hogs are cheaper and appear to be plentiful.

There seems to be a realization among packers that the product must be marketed in most part in this country. Little can be expected from the export situation, either in volume or price.

The sooner packers wake up to the fact that they must get the money out of their hogs, the better it will be for the industry.

High hog prices make a bad situation for packer, producer and consumer. Reasonable hog prices are better for all concerned.

Prices ought to be kept in line. Operating on a merchandising basis will do this, automatically.

a regular orgy of hog prices. Every packer, large or small, will know as soon as his year's books are balanced just what this hog price spree has cost him.

Will the lesson learned in the 1927 meat packing year be of value to the packer in 1928?

Or, will the same policy be followed of trusting to the future to correct the bad guesses of the past?

The Outlook for 1928.

The packer has every right to believe that there will be a fair supply of hogs in 1928. Just how generous this supply will be during the last half of the year will depend in a measure on prices during the first half.

When hogs bring a reasonable return to the farmer he will produce them in sufficient numbers for the needs of the industry.

(Continued on page 35.)

Hog Test Figures Tell Story.

The "short form hog test" will show, on the average, the way packers' hogs are cutting out.

Such a test is not merely a matter of form. It is a vital part of every packer's business, and if he fails to heed the information it gives, it will surely cost him money later on.

The test is his only real source of information. It may not be exact, but it is near enough to tell him whether he is losing money from the start on his buy, whether he breaks even, or whether he has bought his hogs so well that he is making some money on them before any processing is done.

The following sample test is

worked out on the basis of prices at Chicago on Wednesday, November 23, 1927. Both hoof and product prices will vary in different parts of the country. Local prices should be substituted for the Chicago prices.

Every now and then each packer should make cutting tests to see if his average yields are about the same as those given. If not, the test figures should be corrected to meet his local hog buy. A clerk can do the rest.

With such a test before him, the packer knows what he can pay for the next lot of hogs he buys. Otherwise he is working in the dark, and is likely to continue to throw away money without realizing it until it is too late.

SHORT FORM HOG TEST

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of November 23, 1927, representing actual transactions, Chicago, that date

Product.	Avg.	180 lbs.			200 lbs.			250 lbs.			Price.	Amount.
		Percent live wt.	Price.	Amount.	Percent live wt.	Price.	Amount.	Avg.	Percent live wt.	Price.		
Reg. Hams	10/12	13.90	.14 ¹	\$1.95	12/16	13.75	.13½ ¹	\$1.85	14/18	13.50	.14¼ ¹	\$1.82
Picnics	4/5	5.50	.11¼ ²	.62	5/7	5.60	.11 ²	.62	6/8	5.50	.11 ²	.61
Boston Butts		4.10	.13½ ³	.55		4.00	.13½ ³	.54		4.00	.13½ ³	.54
Pork Loins (blade in).	6/8	9.50	.21 ³	1.20	8/10	9.10	.19½ ³	1.77	10/14	8.50	.17½ ³	1.50
Bellies	8/10	11.50	.16 ²	1.84	8/14	10.70	.16 ²	1.71	12/16	5.50	.15½ ²	.87
Bellies									16/20	6.00	.14¼ ⁴	.85
Fat Backs									8/12	5.00	.10¾ ⁴	.52
Plates and Jowls		1.75	.09¾ ⁴	.17		2.00	.09¾ ⁴	.20		2.00	.09¾ ⁴	.19
Raw leaf		1.75	.12½ ²	.22		2.00	.12½ ²	.25		2.50	.12½ ²	.29
P. S. lard, rend. wt...		11.70	.1192½	1.40		13.75	.1192½	1.64		13.00	.1192½	1.55
Spare ribs		1.15	.13¾ ⁴	.16		1.00	.13¾ ⁴	.14		1.00	.13¾ ⁴	.14
Lean trimmings		1.60	.08¾ ⁴	.14		1.50	.08¾ ⁴	.13		1.50	.08¾ ⁴	.13
Rough feet		1.60	.03	.04		1.25	.03	.04		1.25	.03	.04
Tails		0.15	.10½	.01		0.10	.10½	.01		0.10	.10½	.01
Neck bones		0.80	.03	.02		0.65	.03	.02		0.65	.03	.02
Total cutting yield.....		65.00				65.40				70.00		
Total cutting value.....				\$8.32					\$8.92			\$9.08
(100 lbs. live wt., Chicago)												

¹¾c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc. The discount on account of the percentage of No. 2 hams is also included in this deduction.

²½c per pound has been deducted from market price for accumulating and freezer shrink, loading expense, selling commission, etc.

³1c per pound has been deducted for selling and delivery expense and for shrink.

⁴1c per pound has been deducted for labor and expense in curing.

All prices are figured on a loose basis.

Here's where you figure your net returns (based on 100 lbs. live weight, Chicago):

TOTAL CUTTING VALUE (from above)	\$8.32	\$8.92	\$9.08
Edible and inedible killing offal value.....	.45	.43	.41
TOTAL GROSS VALUE.....	\$8.77	\$9.35	\$9.49
CHARGES			
Hogs cost alive per 100 lbs.			
Add freight, bedding, etc., if any.....	\$8.55	\$8.80	\$9.05
Buying, driving, labor, refrigeration, repairs and plant overhead.....	.42	.40	.40
Killing condemnations and death losses in transit (say 1 per cent of live cost).....	.08	.09	.09
TOTAL OUTLAY per 100 lbs. alive:	\$9.05	\$9.29	\$9.54
Deduct TOTAL OUTLAY from TOTAL GROSS VALUE to get profit or loss per 100 lbs.			
Loss per cwt.....	\$0.28	Profit per cwt. \$0.06	Loss per cwt. \$0.06
Loss per hog.....	\$0.50	Profit per hog \$0.12	Loss per hog \$0.15

The cost figures and expense deductions given above are furnished by a representative packing company. They are merely for purposes of illustration, and undoubtedly will vary slightly from the figures of other companies.

American Packers and Packing Plants

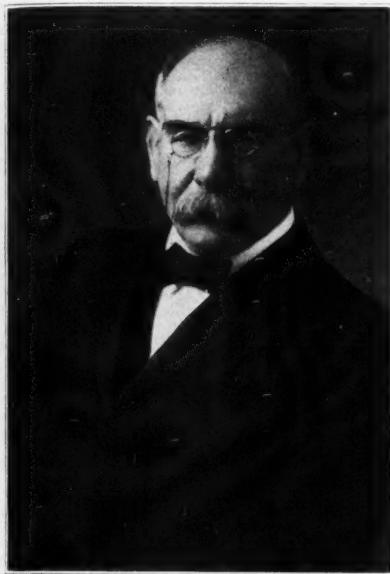
Leading Concern in the Industry Celebrates Its 100th Birthday Remarkable Record of Expansion

XIV — John Morrell & Company

An unusual event in the meat packing industry is the celebration of the one hundredth anniversary of the founding of a firm.

History of the industry goes back to ancient times, but a meat packing institution which can celebrate a centennial of its own organization is a rarity.

It is true that John Morrell & Company was founded in Great Britain,



THOMAS DANE FOSTER.

Former president and general manager of John Morrell & Co. and its founder in America. Mr. Foster died in 1915.

but the greater portion of its activities, both as to time and volume, have been in the United States. And its corporate record is continuous for one hundred years.

So this year John Morrell & Company is celebrating the centennial of the founding of the firm, and the semi-centennial of its establishment at its present main headquarters, at Ottumwa, Iowa.

From Small Beginnings.

Incidents occur which have little significance at the time, but which sometimes lead to results that could not be foreseen by the most imaginative mind of the romancer. It is difficult to conceive—in the purchase of a canal barge of oranges—the commencement of a chain of events which in one hundred years have led to a world-wide business and the culmination of which cannot even be guessed.

Such is the romance of business. A man who had lived in abject poverty and want,

through a fortunate and unlooked for event had his opportunity and made the best of it.

Probably he had no other thought at first than to increase his earnings and to give to his family more of the better things of life. But the principles that guided him in all of his transactions with his fellow men left their impress on what he built, and are the basic principles on which a world-wide packing business today is conducted.

Firm's History Inspirational.

The story of John Morrell & Co.—the inception, the struggles, the progress, the plans, the hopes and the ambitions—is as interesting as any book of fiction. But more than anything else it points out clearly that business is a profession, as distinguished from the occupation of petty trafficking and mere money-making.

It teaches that the field of modern business is rich in opportunity for the exercise of man's finest and most varied mental faculties and moral qualities.

John Morrell & Co. today is a most important factor in the meat packing industry of the United States and of the world. With plants at Ottumwa, Ia., and Sioux Falls, S. D., branches in many of the principal cities of the country, and representatives in twenty or twenty-five foreign countries, the products of the company have world-wide distribution.

A brief history and a description of the plants of this company follow:

A Century of Progress

George Morrell, the founder of the business that now bears the name of John Morrell & Co., was born in Masham, Yorkshire, England, in 1778. Living in poverty, it appears that his early life was

one of severe toil. He was a wool comber by trade.

In 1827 Mr. Morrell and his family were living in Bradford, England. In this year his wife received a small legacy (about \$300) which she turned over to her husband. After paying debts incurred during years of dire want, he looked about for an investment in which a small profit could be made for the remainder.

A canal boat loaded with oranges caught his eye, a bargain was struck and the cargo purchased. The oranges were disposed of quickly on the streets of

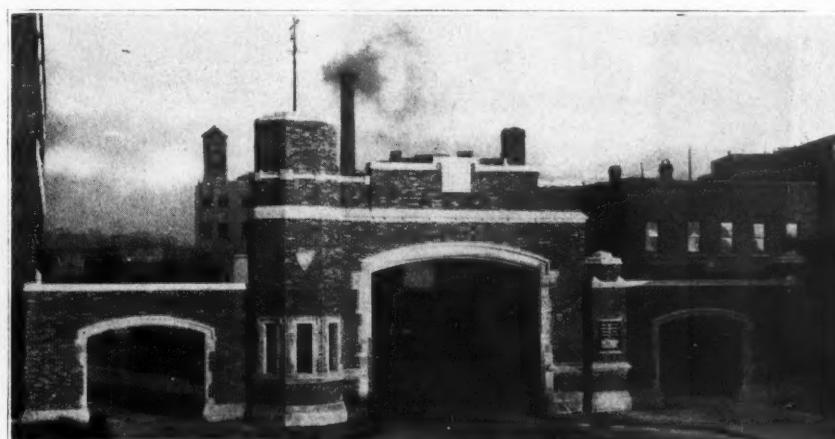


T. HENRY FOSTER.
President and general manager of
John Morrell & Co.

Bradford. The profits were reinvested in the same way, and it was not long until enough had been accumulated to rent a stall in the Bradford Market, and in due time George Morrell became known as a thriving fruit merchant.

Beginning of Meat Business.

As time went on the business broadened in scope. About 1830 provisions were added to the stock carried. The curing of hams and bacon was engaged in and so



CENTENNIAL GATEWAY AT OTTUMWA.

This gateway was dedicated on Oct. 10 with appropriate ceremonies. The general office building is at the left.

November 26, 1927.

successfully that this grew rapidly to be the most important part of the business.

As the business grew additional stalls were occupied in the market. Trading was carried on there until 1834, when a building was leased and a partnership formed under the name of George Morrell & Sons. Of the sons John Morrell seems to have been most active; at least he assumed leadership.

After the severe financial panic of 1842

At this time the firm had two branches in Ireland, which had been established in 1855 for the purpose of curing hams and bacon, collecting butter for the English market and distributing American bacon to the Irish trade.

However, due to the cheapness of this American meat, Irish hog raisers became discouraged to such an extent that hog raising was practically abandoned, and the company foresaw that it must turn to another source for its supply of hogs.



COOKING VATS IN THE OTTUMWA PLANT.

The truck is loaded with liver cheese. The ham cooking vats are at the other end of this room.

he became the head of the business, the father retiring from all active participation in it. It was at this time—nearly a century ago—that the name of the company was changed to John Morrell & Co.

In 1850 the company added groceries to its line, and it was not long until it became known as one of the leading grocery and provision establishments in the United Kingdom.

America the Source of Supply.

A branch house was opened in Liverpool in 1859 and in 1860 the Bradford business was disposed of and all of the activities of the company centered at Liverpool.

Prior to 1842 another family had become connected with the business through the employment of William Foster. This young man soon became one of the firm's most valued employees. In 1845 Mr. Foster married the sister of John Morrell and in 1847 a son, Thomas D. Foster, was born. In time he entered the concern, and became the most active influence in the development of the American business.

Foster Enters the Field.

The first venture of Morrell in the new world was in 1854 when it established headquarters in New York. In 1868 it established its first American packing plant at London, Ontario, Canada. This

was followed by a plant in Chicago in 1871.

Thomas D. Foster arrived in Chicago to take charge of the plant and business just before the great Chicago fire. In 1877, on his recommendation, it was decided to establish a plant nearer the source of raw materials, and in the same year the old Ladd packing plant in Ottumwa, Iowa, was leased and operations commenced. The following year the first building was erected on the site now occupied.

Slaughtering and packing in the new Ottumwa plant was commenced in 1888. In July, 1893, a fire destroyed most of the plant. It was immediately rebuilt, however, on a larger scale and with more modern equipment.

The year 1909 marked another step forward for the company, when it started operations in a then leased plant in Sioux Falls, S. D. This plant has grown, until at the present time it has a capacity practically equal to that of the Ottumwa plant.

Now Kill Over 2 Million Head a Year.

The two men most active in the American business and largely responsible for its early successes were Thomas D. Foster and John H. Morrell, grandson and great grandson respectively of the founder of the firm. Mr. Foster became general manager of the American business in 1872, and served in that capacity until his death in 1915.

John H. Morrell served as assistant general manager for 24 years. He became president in 1915, which position he held until his death in 1921.

The company at the present time employs more than 4,000 people and has a capacity in its two modern plants of more than 2,000,000 cattle, hogs and sheep per year.

The Morrell business today is vested in two distinct and separate corporations, one English and the other American. The business in England is managed by two descendants of George Morrell—George F. Morrell and A. Claude Morrell. The directors of the American organization are: President and general manager, T. Henry Foster; vice president and manager of the Sioux Falls plant, W. H. T. Foster; secretary and assistant general manager, George M. Foster; treasurer, J. M. Foster.

The Ottumwa Plant.

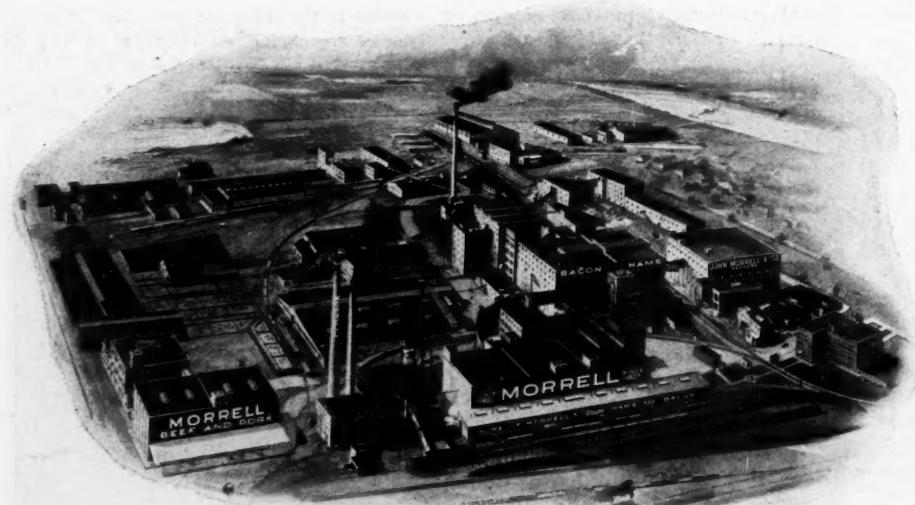
The Ottumwa plant is made up of 76 main buildings, 13 minor ones and the general office building, located on 91 acres of land.

In the last ten years many of the older structures have been replaced with modern fireproof buildings, among which are the smoked meats and sausage building, cannery building, pickle building, buildings housing the laundry and the casings departments, car shops, machine shops, cattle scale house and stockyards.

There is now under construction a new hog killing building and additions to the coolers. Modern lay-out is followed and up-to-date equipment is used in all departments.

The office building was completed and occupied three years ago. It is a modern structure of fireproof construction and houses the general and departmental offices, cafeteria, retail market, club room and women's rest room. The building is three stories high and L shaped, the main portion measuring 72 by 108 feet and the wing 36 by 36 feet.

From 75 to 85 per cent of all



GENERAL VIEW OF OTTUMWA PLANT.

Seventy-six buildings are located here. The site comprises 91 acres of land. Numerous new buildings have been built here during the past several years. Fireproof construction is used and most of the buildings are protected with automatic sprinklers.

of the buildings at the Ottumwa plant are protected with automatic sprinklers. This fact, together with the watchman and fire protection service maintained, has resulted in a very low insurance rate for the plant.

The Sioux Falls Plant.

During the winter of 1907-08 the officers of John Morrell & Co. foresaw the necessity for expanding the manufacturing facilities of the company. After a careful survey of the Dakotas and Minnesota, Sioux Falls, S. D., was selected as the location for increased activities.

Instead of building at this point the company leased a small packing plant that was then in operation. By the following July all of the necessary work on the plant had been completed and killing commenced.

The capacity of the plant at that time



W. H. T. FOSTER.

Vice-president of John Morrell & Co. and manager of the Sioux Falls plant of the firm.

was less than 500 hogs daily. The carcasses were shipped to the main plant at Ottumwa, where they were cut up and the meat processed.

In 1911 the company built and occupied a new building, and there has been constant progress at this plant from that time on. Almost every year new buildings have been constructed, until there are now 36 main structures and numerous additions and annexes.

At the present time there is under construction a six-story addition to the rendering and by-products buildings. During the year manufacturing building No. 40 was constructed. This is 100 by 150 feet in size, six stories high.

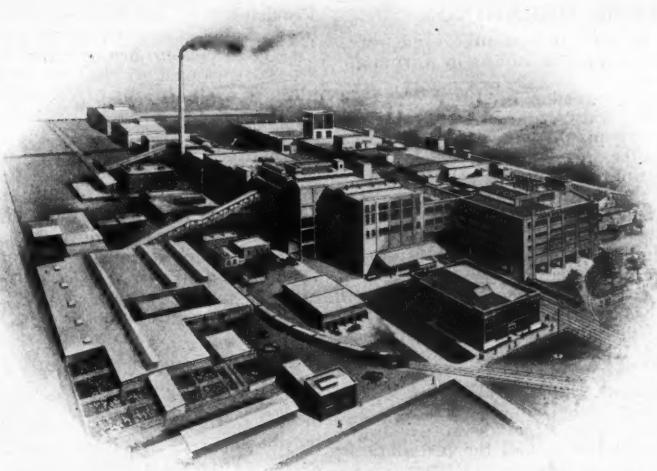
Shows Much Interest in Workers.

In the John Morrell business policy there is one feature that is particularly noticeable. That is the interest the company has always shown in its employees.

Among the movements instituted by this company to promote good will and a better understanding between employer and employees may be mentioned group insurance, the plant council, the foremen's club, a cafeteria, clubrooms, rest rooms, nursing and medical attention, and a mutual benefit association.

Under the group insurance plan the company pays 50 per cent of the premium on each employee's policy, the other half being assumed by the insured.

Membership in the foremen's organiza-



BIRD'S EYE VIEW OF SIOUX FALLS PLANT.

The plant consists of 36 buildings and numerous annexes and additions. A new beef building was constructed recently and other new buildings are under construction.

tion is limited to superintendents and their assistants and foremen and their assistants. This body holds regular meetings, at which plant problems are discussed and acquaintances formed.

The plant council is made up of an employee from each department elected by his fellow workers in the department. These meet regularly once each month, with an equal number selected from the employees by the company. In the conferences free discussion of all problems concerning working conditions are indulged in and acted upon, except in matters of unusual importance. In these latter cases recommendations are referred to the management before given final disposal.

The 100th Anniversary Ceremonies.

The one hundredth birthday of the firm was observed with fitting ceremonies at both the Ottumwa and Sioux Falls plants. At each of these points handsome ornamental stone gateways leading into the plant grounds had been erected to commemorate the event.

These were dedicated with fitting ceremonies, and on each was placed a bronze tablet bearing the dates on which the company was founded, established in America and in the particular cities, and carrying the following words: "This gateway,

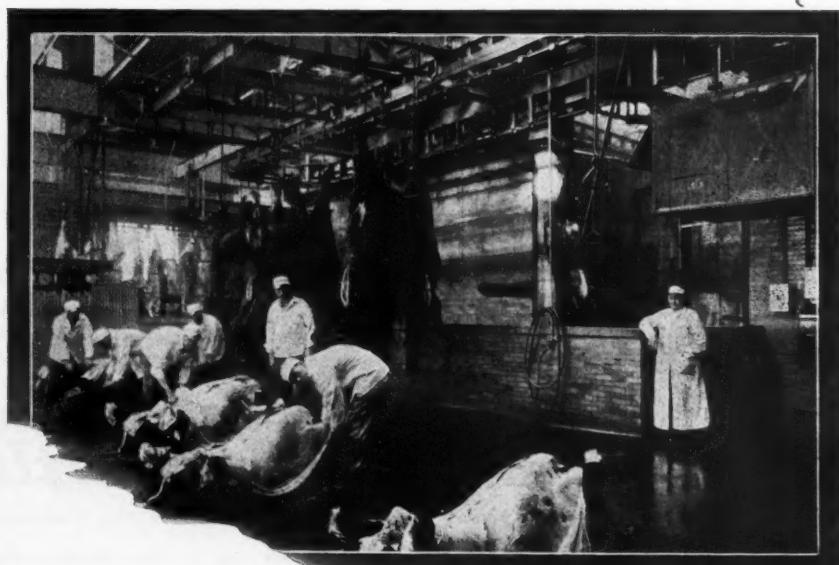
erected on the 100th anniversary of the founding of this business, stands as a monument to the foresight, courage and vision of those who founded and developed it."

An illustration of the Ottumwa gateway accompanies this article. The Sioux Falls gate is constructed of granite, without the overhead archway. In his dedicatory speech at Ottumwa, T. Henry Foster, president of the company, said:

Milestone Rather Than Memorial.

"Some have spoken of this gateway as a memorial. However, it has not been erected as a monument to those who have gone before, but as a milestone to mark a very important point in the history of John Morrell & Co.—the attainment of one hundred years of service in giving the public the highest grade of products at a price consistent with quality; one hundred years of employing labor at fair wages, and here in the great West, fifty years as one of the farmer's steadiest customers, paying fair prices for his livestock."

The dedication of the Ottumwa gate was made on Oct. 19. The gate at Sioux Falls was dedicated on Sept. 24. W. H. T. Foster, vice-president of the company and manager of the Sioux Falls plant, presided at this dedication and delivered the principal address.



BEEF KILLING FLOOR AT SIOUX FALLS.

TRADE GLEANINGS.

Kingan & Co., Indianapolis, Ind., are establishing a branch house in Birmingham, Ala.

A building permit has been issued to the Franklin Beef Co., Wilkes-Barre, Pa., for a refrigerating plant.

The Chaffee Market System, Covina, Calif., is planning to build a packing plant to provide meats for its chain of stores.

The Braun Bros. Packing Co., Troy, Ohio, will build a new addition to its plant, including a two-story cold storage and refrigerating plant.

The R. & K. Sausage Co., Cleveland, Ohio, has been incorporated with a capital stock of \$10,000. J. B. Oviatt, Ada E. Rogers and L. M. Sewall are the incorporators.

Improvements totaling \$40,000 are being made by the Val Decker Packing Co., Piqua, Ohio. These include a two-story building 34 by 114 ft. and the installation of two 150 h.p. refrigerating machines.

The John Wenzel Co., Wheeling, W. Va., is again doing business after having been closed down for five years. The company was not idle, however, as it has been engaged in ice-making, and has recently completed a new plant. The company is killing hogs and cattle, manufacturing sausage and operating its ice plant.

In a court decision handed down recently, the Mountain States Packing Co., the K. & B. Packing & Provision Co., and the Mountain States Mixed Feed Co., Denver Colo., were ordered into receivership. The action set aside the sale last year of the K. & B. company to L. K. Sigman, and enjoins the directors of all the companies from in any manner disposing of the assets, creating any indebtedness or operating against the companies or any of their subsidiaries, pending appointment of a receiver. The Mountain States Packing Co. was a promotion scheme and the plant was never built.

PACKERS BUY PRIZE STEERS.

The grand champion Aberdeen-Angus steer of the Cleveland livestock show, held last week at Cleveland, O., brought the top price of \$2,200 for his 1,100 pounds which ere long will be converted into prime, juicy steak. Ralph E. Bender of Waldo, O., fed the champion "Buster," as part of his vocational agricultural course in high school. The steer was bought by Swift & Company for the Nickel Plate Railroad.

Commenting on the radical difference in price between the \$3.75 per pound paid for last year's champion and the \$2 paid last week, A. Z. Baker, show manager and president of Cleveland Union Stockyards Co., declared that he was glad to see prices getting down to a more normal level.

The reserve champion, a Shorthorn steer grown by Noland Benroth, Vaughnsville, O., was purchased by the Ohio

Provision Co. for \$571.50. The second best Angus, fed by Earl Gibbs, of Cuyahoga county, brought \$653.40. Nearly \$50,000 was paid to the boy and girl exhibitors as the result of the auction, conducted by Col. Fred Reppert of Decatur, Ind.

Hundreds of Cleveland retail meat dealers participated in the show. Exhibits of fine meats found ready buyers, and a feature was the reproduction of a meat market of 1875, standing beside a shining, modern equipped market of today. On retailers' night a contest to find the oldest and the fattest butcher of Cleveland provided great merriment.

SWIFT CATTLE BUYING HEAD.

T. H. Ingwersen, one of the most widely-known cattle buyers and livestock experts in the country, has been appointed head of the cattle buying department of Swift & Company. "Tim," as he is known to thousands of livestock producers and commission men over the country, has spent



T. H. INGWERSEN.

the greater part of his business life in the saddle riding about among the pens, "looking them over," and his choice is sure to be a popular one.

"Tim" has traveled the length and breadth of the country for his firm, attending conventions, visiting ranches, and becoming acquainted with conditions on the range and in the feeding areas, and his friends are legion. For several years he has been the head of the Canadian advisory department of Swift & Company.

He is a worthy successor to Wellington Leavitt, who for forty-four years headed the cattle buying department, and whose recent death was a shock to the industry.

CERTIFY IMPORT CASINGS.

In connection with the government regulation which bars after December 1 foreign casings not accompanied by a recognized health certificate of the country of origin, four additional countries have been added to the accredited list, making nine in all thus far approved. It is likely that other countries will be added to the list later.

Word has been received from the U. S. Bureau of Animal Industry by the Institute of American Meat Packers that Austria and Australia have arranged to furnish certificates required under B. A. I. Order 305 in connection with shipments of sausage casings to the United States. Hungary and Gibraltar were added later. Russia, Algeria, The Netherlands, New Zealand, and Venezuela also have made arrangements to comply with this order, as has been announced previously.

The titles of the officials having jurisdiction over the health of animals in these two countries are given below, exactly as they should appear on the certificate:

Australia—"Secretary, Department of Markets and Migration."

Austria—"Federal Minister for Agriculture and Forestry."

The Honorable the Colonial Secretary, Gibraltar.

Royal Hungarian Minister of Agriculture, Hungary.

The Committee on Sausage of the Institute of American Meat Packers has been requested by the Bureau of Animal Industry to assist in bringing this information to the attention of all interested parties. W. H. Gaußelin, Chicago, is chairman of the committee.

CANADIAN LIVESTOCK MOVEMENT.

Sales of cattle and calves at Canadian stock yards for the first 9 months of 1927 showed a decline of 6 per cent against the same period of 1926, according to official figures issued by the Dominion Livestock Branch. Hog sales, however, show an increase of 4 per cent and sheep, 8.9 per cent.

In spite of lower stock yard sales in 1927 increases in the number of cattle and calves shipped to inspected slaughter houses created an increase of 6 per cent in the slaughter figures for that class of livestock. For the same period, hog killings also increased to the extent of 15 per cent.

Hog shipments to the United States went up 22 per cent, while bacon exports to this country rose over 200 per cent. Exports of other forms of pork to both the United States and Great Britain show increases over last year.

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Swenson Evaporator Company (Subsidiary of Whiting Corporation) HARVEY, ILL. (Chicago Suburb)

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Merchandising Meats

Not a few in the meat industry are predicting rather radical changes in methods of merchandising meats and meat products in the not-far-distant future.

Among other things, present indications seem to point very clearly to a more general use of the individual package.

While some use has been made of containers, the meat trade has lagged behind other divisions of the food industry, most of which have for years been using neat, attractive packages in which to bring their products to the attention of the consuming public.

This use of individual containers in the meat industry will be dictated very largely by consumer demand and preferences. The housewife today buys in small quantities, and she seems to prefer that her foods come to her in this manner.

There are many meats which, due to their character, probably never will be sold other than in bulk. There are others, however, that lend themselves admirably to the container, and some of these are now being so marketed to some extent.

However, many feel that unless the industry is willing to come to a more general use of the individual package, it must expect that the housewife will turn more and more to other foods—competitors of meats—which, because of the attractive manner in which they are presented, make a greater appeal to her.

Occasionally one hears a packer voice his disapproval of the individual package. No doubt he fears increasing costs for packing and distributing, and is adverse to rearranging his plant methods to permit of greater economy in these operations.

But if other food manufacturers can go to the individual package without increasing costs to the consumer, it seems reasonable to believe that the packing industry can do likewise.

Other food manufacturers have been able to keep costs low because they are making the fullest use of automatic conveyors, automatic machinery for producing, filling and sealing containers and improved labor-saving methods in manufacture.

It would seem that no plans for the future of a meat packing enterprise will be complete that do not take into consideration better and more intensive merchandising methods.

While there is considerable room for improvement in processing methods to secure greater economy, fundamental operations are pretty well standardized. The packer who makes the effort and takes the pains to do so can turn out meats of high quality, equal to those turned out by most other plants.

Quality will always command a

hearing. But the "new competition" within the industry in the future may not be based so much on the quality of the product as on the skill with which it is brought to the consumer's attention.

Building Up a Reputation

Why is it that some packers are able to move their products at good prices while others, with meats of equal quality, can dispose of theirs only at prices lower than those in the first class are able to obtain?

One answer is "Reputation." Those who are able to get the higher prices have made investments. They have taken the trouble and spent money to tell about their goods and to build good will for them. The higher prices they are able to obtain are the dividends on these outlays.

When a meat packer advertises he guarantees the quality of his products. When he continues to advertise he gives assurance that this quality will be maintained.

The housewife buys foods that have been introduced to her because it simplifies her shopping problem. She knows when she takes home well-known brands that she need have no fears regarding their quality.

This is as true of meats as it is of chewing gum, automobiles or fishing tackle. Profits in the meat industry are not governed solely by the volume of business done. Sometimes it is profitable to do less, but to get more for the products sold.

Saving With Conveyors

In view of the extent to which the automatic conveyor is being used in industry generally, to reduce costs and speed up production, it is difficult to understand why the meat packing industry has not adopted it more universally.

In many meat plants the hand truck is still the common method of transporting products and supplies from one department to another.

Trucking takes labor, and labor costs money. The automatic conveyor costs money also, but once installed it becomes an asset and a source of revenue through the savings it makes possible.

Nor is the saving in labor the only economy made when an automatic conveyor is installed. When properly placed it speeds up production, saves floor space, permits the more efficient use of equipment and simplifies methods and processes.

There are many departments in a meat plant—from the boiler and engine rooms to the shipping room—where an automatic conveyor can be used to advantage. A study of its possibilities would be worth while in many instances.

PRACTICAL POINTS FOR THE TRADE

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Planning a Sausage Plant

An Eastern packer wants to build a plant devoted exclusively to the manufacture of sausage. He says:

Editor The National Provisioner:

We are contemplating the construction of a new plant solely devoted to the manufacture of sausage and bologna. Our requirements will be a capacity of 35,000 lbs. weekly, with general lay-out to conform with federal inspection.

If you are in position to supply us with plans and ideas of a model plant such as this it will be highly appreciated.

Perhaps the best advice to give anyone contemplating construction of a new plant for the manufacture of sausage would be to consult a good packinghouse architect.

The exact location of the plant, the source of supply of the raw material, and how the manufacturer intends to equip his department, should all be taken into consideration.

It is very important to get established in a proper manner, in order to build up a successful sausage business. However, the following general suggestions may be made:

Suggestions for Building.

Expansion of the plant should be allowed for when building, and the inquirer should be prepared to put in additional equipment and space, as the business warrants.

From the fact that the inquirer intends to operate under federal inspection, a strictly modern, sanitary building is recommended. This would be an advertisement for his business.

Many sausagemakers develop trouble in their sausage kitchens through rotting of the floors and other trouble due to water collecting on the floors. A modern sausage kitchen floor should be of asphalt mastic, cement or brick rather than wood.

An important point to remember is the pitch of the floor. Constructors are too apt to lay this floor so that water drains to the back of the room, up against the machines or cooking tanks. The floor should be pitched away from these operating points, and in a direction where the water will drain off through traps provided for that purpose. This is only one small detail to remember in laying out a sausage plant or department.

Equipment for the Plant.

In regard to equipment, such as trucks and cooling tanks. It is suggested that wood be eliminated entirely and metal used.

Ample ventilation should be figured on in the cook room to carry off the steam during the cooking process. This will eliminate drips during the cold weather.

Electrically-driven machinery, including power stuffing machines, also over-head trolley systems, will be found labor savers.

The smokehouse must be constructed to accommodate cages.

The manufacturer should decide in advance whether he will use gas and sawdust, or hardwood and sawdust, for fuel in the smokehouse. If gas and sawdust are used, steam coils should be placed in

the smokehouse for heating purposes. This depends largely upon the location, and the cost of gas for smoking.

Meat Curing Materials

A Southern packer desires information concerning saltpetre as a curing agent. He says:

Editor The National Provisioner:

I am seeking some information as to the use of saltpetre in the curing of meats. Has this any advantage over the use of nitrate of soda?

It should be remembered that nitrate of soda is stronger than nitrate of potash (saltpetre) in the curing of meats. That is, 84 lbs. of nitrate of soda will do as much curing as 100 lbs. of nitrate of potash.

In the making of sweet pickle a standard formula calls for 5 lbs. 3 oz. of nitrate of soda or 6 lbs. 8 oz. of saltpetre for each 100 gals. of finished pickle. In pumping pickle this same formula calls for 10 lbs. of either nitrate of soda or saltpetre for each 100 gals. of finished pickle.

For dry curing bellies 4 oz. of nitrate of soda should be used to each 100 lbs. of green meat or 5 oz. of nitrate of potash or saltpetre.

In government-inspected houses up to 10 lbs. of nitrate per 100 gals. of sweet pickle may be used, but if higher amounts are used the government calls attention to the "excessive use." Many packers are using around 8 lbs. in the pumping pickle, and around 4 lbs. in their covering pickle.

Do you use this page to get your questions answered?

Making Dry Sausage

It is only recently that these delicious products have been made to any great extent in this country. Special air conditioning apparatus is needed, as definitely controlled temperatures and humidities are essential, especially in the hanging room.

A recent illustrated article in THE NATIONAL PROVISIONER discussed operating conditions, temperatures and humidities needed to make dry sausage. It followed the product from the stuffing bench clear through to the sales end in a most complete fashion.

Reprints of this article may be had by filling out and mailing the following coupon, together with 5c in stamps.

Editor The National Provisioner,
Old Colony Bldg.,
Chicago, Ill.

Please send me your reprint on
"Making Dry Sausage."

I am
I am not a subscriber to THE NATIONAL PROVISIONER.

Name

Street

City State

5c in stamps enclosed.

Swiss Club Sausage

A sausage maker in the Far West requests information concerning a certain kind of sausage which is reported to be very good. He says:

Editor The National Provisioner:

Will appreciate your furnishing me with formula and instructions for making a good grade of Swiss Club Sausage.

Swiss sausage was originally made in Zurich, Basel and St. Gall, Switzerland, being very popular in those cities. It is made over there as follows:

45 lbs. fat pork trimmings
40 lbs. lean pork trimmings
15 lbs. beef trimmings

The meat is cut in pieces the size of an egg and the following seasoning is added:

2½ lbs. salt
4 oz. sugar
6 oz. white pepper
1 oz. cardamom
2 oz. mace
1 oz. sage

Grind the meat and spices through the finest plate of grinder; then mix thoroughly in mixer.

When taken from the mixer the product is stuffed in wide sheep casings or small hog casings, linked and hung in a warm smoke for one hour, or sufficient time to give it a nice smoked color.

This sausage may be boiled or fried.

Another Swiss Sausage.

An expert sausage-maker in the West who is famous for his high-grade product submits the following, which he says is a very fine formula for Swiss club sausage:

Meats:
55 lbs. fresh veal
45 lbs. lean beef trimmings
15 lbs. salted back fat, cut in cubes

Spices:

2¾ lbs. salt
2 oz. saltpetre
4 oz. sugar
6 oz. white pepper
4 oz. coriander, ground fine
2 oz. nutmeg
1 oz. Jamaica ginger
1 oz. mace

Dissolve the salt, saltpetre and spices in 2 gallons of ice water. Chop the beef and veal through ¼-inch plate. After coming from cutter, put in mixer with ice water in which the spices have been dissolved, and mix 3 minutes.

Then place on truck, 8 inches thick, in cooler 38 to 40 degs. and allow to remain for 48 hours. At the end of this time the meat is put in silent cutter and chopped for 2 minutes, the back fat cubes being added just before the meat is taken out of the chopper.

The product is stuffed in sheep casings or small hog casings and linked in pairs about six inches long.

This product may be marketed immediately after coming from the stuffer, or it may be smoked like frankfurts.

Making Open Kettle Lard

A Canadian meat dealer wants to make lard on a small scale. He writes as follows:

Editor The National Provisioner:

Will you please furnish formula for rendering lard by the open kettle method?

A 50-gal. kettle and a crackling press would be desirable equipment for this inquirer. It is not absolutely necessary to hash the fat, but the product can be handled to much better advantage by hashing before cooking, and this calls for a hashing machine.

To remove the strong hog flavor the fats should be chilled at least over night before hashing or cutting up into small pieces.

The cooking time will depend upon the amount of fat put in the kettle. Cook at about 40 lbs. steam pressure, and keep agitated enough to prevent scorching.

Perhaps the greatest trouble with kettle-rendered lard is over-cooking or burning. This gives the finished lard a brown color and an unpleasant odor.

In cooking, watch the cracklings closely. As soon as they commence to turn brown, stop cooking and let the lard settle. Some operators add a small amount of salt to help settle the lard.

After settling, draw the lard off through a strainer. Remove the cracklings and press them to get out the lard. Add the lard from the press to the lard already drawn off, and strain through a couple of thicknesses of cloth to remove all fine cracklings.

Lard can then be filled in packages while hot. If the inquirer has a jacketed kettle it can be chilled in this before filling. If filled hot, it should be put in a cooler as close to 32 degs. as possible.

A small quantity of lard, where only limited equipment is available, may be handled in this manner.

Points on Ham Cooking

A subscriber in the Northwest requests information on the cooking of hams. He says:

Editor The National Provisioner:

Will you please give me instructions for cooking hams? How long are they to be cooked, and at what temperature?

A very satisfactory way to cook hams is 28 minutes per pound, at a temperature of 160 degs. F. Temperatures of cooking are given with the understanding that they are based upon sea level. For higher altitudes they should be changed accordingly. Hams are cooked in modern type retainers.

It is very important to average the hams closely before cooking to determine the exact cooking time, and also to avoid excess cooking shrinkage. It is well to hold to a one-half pound range going into the cooking vat. In order to get a uniform cook, the heavy hams may be put in the cook vat first, and the next lightest average after the heavy hams have been cooked for the specified number of minutes per pound.

Uniform even temperature is required to produce satisfactory results, and this can best be done by modern methods of temperature regulation and control. Cooking vats should be equipped with all facilities for saving the grease during the cooking process.

At the expiration of the cooking time, immediately drain the hot water from the tank, and cover the hams with cold water long enough to chill the retainers, so that they can be handled conveniently.

After using the cold water long enough to cool off the retainers, immediately deliver the hams direct to a cooler of not less than 34 to 36 degs. temperature, and lower if possible. Allow the hams to remain and chill in the retainers for a period of 24 hours.

Then transfer from the cooler to a washing bench, remove from the retainers, and use as little warm water as possible, with a clean cheese cloth, to wipe off the grease and sediment that arises during the cooking process.

Curing Bones to Hold

A subscriber in the East desires information on the curing of surplus bones. He says:

Editor The National Provisioner:

I have about 500 lbs. of green bones every two weeks and grind them for feed. I would like to know how to cure the surplus after feeding the stock.

The method of handling ground bones depends, in a great measure, upon the length of time the inquirer intends to carry them.

If they are to be held for an indefinite period before disposing of them, they should be dried out. This can be accomplished by placing them in pans over steam coils, radiators or anything of this sort which will give sufficient heat to properly dry the bones.

On the other hand, if they are to be carried for only a limited time, it would be advisable to put them in a weak brine pickle of 30 degs. strength. This pickle would not be strong enough to destroy the value of the bones when ground into meal for feeding purposes, and would prevent them from turning sour.

Temperatures!

Do you watch them

- " " rendering kettle?
- " " lard tank?
- " " ham boiling vat?
- " " sausage kitchen?
- " " smoke house?
- " " meat cooler?
- " " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with 5c in stamps.

**THE NATIONAL PROVISIONER,
Old Colony Bldg.
Chicago.**

Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 5c stamp.

Operating Pointers

**For the Superintendent, the Engineer
and the Master Mechanic**

KEEP BAFFLES TIGHT.

By W. F. Schaphorst.

One subject that is seldom touched upon in connection with boiler management is the baffle wall.

A baffle seems to be a very simple part of a boiler setting and, therefore, worthy of but little thought, but that is not the case. Baffles should be correctly designed, correctly placed in the boiler tubes, and they should be leakless. Tests have proved that they cannot be placed haphazard here and there.

The volume of the hottest gases usually determines the position of the first baffle encountered. Then as the gases reduce in volume, due to coming in contact with the tubes and giving off heat, it is clear that the second baffle must be so placed that there will be no reduction in gas velocity. And so on. As the gas moves from pass to pass the baffles are placed closer and closer together.

If the baffles leak because of loose or careless construction, the hot gas will "short cut" through the baffle and escape up the chimney without giving off the full amount of heat. The chimney gases will be too hot.

Holes in baffles should be stopped up with a good grade of plastic fire brick. Or, where the baffle is in a tumble-down condition, it is well to replace the entire baffle with a new one of plastic composition with corrugated metal separators between layers. These separators furnish positive expansion joints and they do not permit leakage.

MEAT TRADE OF AUSTRALIA.

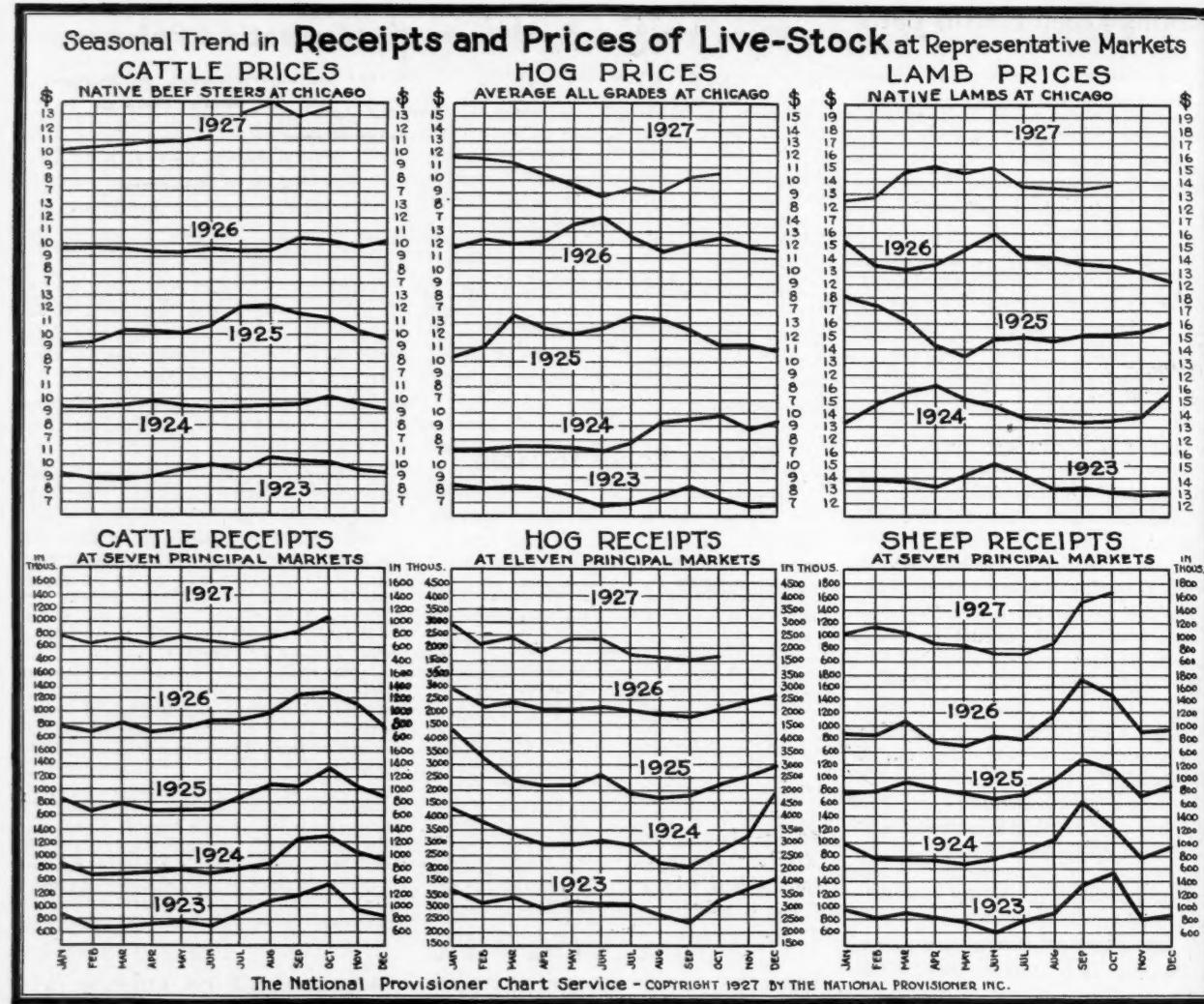
The fall season is a dull period of the meat trade, as the killing season for beef is practically over, and little other meat is being killed, says E. C. Squire, American Trade Commissioner, Sydney, Australia, in a report, dated Sept. 16, 1927, to the United States Department of Commerce.

Stocks submitted for slaughter and inspection for export throughout Australia during August totaled 59,368 cattle, of which 50,765 came from Queensland, 1,001 calves, mostly from New South Wales, 33,145 sheep and 42,948 lambs, practically all from New South Wales, and 1,171 pigs from Victoria, New South Wales and Queensland together.

The total quantity of frozen meat exported during August, 1927, was as follows: Beef, 103,524 crops, 10,227 fore, 109,852 hinds, 602 butts, 53 rumps and loins, 442,308 lbs. of other piece beef, and 395,330 lbs. of boneless beef. Veal, 497 sides, 155 carcasses. Mutton, 22,820 carcasses, 370 pieces mutton packages. Lamb, 34,829 carcasses; and pork, 117 carcasses.

Quantities of frozen meat in cold storage and intended for export on Aug. 31, 1927, comprised: Beef, 80,867 crops, 20,917 fore, 108,555 hinds, 483 butts, 63 rumps and loins, 704,949 lbs. other piece beef, and 2,069,526 lbs. boneless beef. Veal, 194 carcasses, 11 fore, 12 hinds, 653 sides. Mutton, 54,970 carcasses, 659 piece mutton packages. Lamb, 24,455 carcasses. Pork, 216 carcasses, 4 sides.

In view of droughty conditions in New South Wales, considerable meat which would have been exported is being withheld for local requirements.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows the trend of receipts and prices of cattle, hogs and sheep for the first ten months of 1927, with comparisons for the four years previous.

Cattle prices moved steadily upward during the first six months of the year, indicating in general the clean-up of the post-war surplus in this class of livestock, and bringing supply and demand a little nearer together.

Runs of grass cattle were somewhat later this year than last, and the effect of these cattle on prices during the month of August was not yet apparent. In September the average price was somewhat lower, but the "Westerns" were in good condition and the supplies were less than expected, so that prices generally held well.

The average price of beef steers at Chicago during October was about \$13.50, compared with a price of about \$10.25 during the same month last year. The popularity of little cattle and the narrowing price between steers and heifers in this class are becoming increasingly apparent in the beef cattle market.

Cattle receipts at the seven principal markets of the country held fairly steady for the first eight months

of the year, the trend showing little variation from the trend during the same period of 1926. Beginning with July of this year and continuing through October the trend has been upward, the receipts for October reaching a total of somewhat more than 1,288,000 head. This compares with receipts of about 1,300,000 head during October, 1926.

Fortunately for the industry, hog prices have shown a downward trend, packers apparently awakening to the fact that they can not continue indefinitely to pay more for hogs than they can get for the product. Hog prices have been too high for the past couple of years for the good of packers or for a long time advantage in hog production. Present price levels offer a better outlook for the industry than it has had in many months.

Hog receipts have shown considerable variation from month to month, with the general trend downward. Receipts at the 11 principal markets were lower during September than in any other month this year. During October 1,718,000 hogs were received at the 11 principal markets of the country, compared with about 1,400,000 the previous month and about 2,250,000 during October of last year.

These figures of receipts of course take no account of the hogs bought direct, and hence are no exact yardstick of the actual number of hogs marketed during this period.

For the first three months of 1927 the trend of lamb prices at Chicago was decidedly upward. After this there was not much variation until June. From this time on until October the price trend followed closely the trend of other years. Higher lamb prices prevailed during October than during any of the three previous months.

Sheep receipts this year have followed closely the trend of other years up to and including September. In the three previous years the receipts fell off during October. During October of this year, however, sheep receipts were 1,638,000 at the seven principal markets of the country, compared with receipts of slightly over 1,400,000 during the same month last year.

DANISH BACON EXPORTS.

Bacon exports from Denmark for the week ending Nov. 19, 1927, were 5,358 metric tons, according to cable advices to the U. S. Department of Commerce, all of which went to England.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Easy—Demand Slow—Export Buying Quiet—Hog Run Fair—Stocks Are Lower.

The drift of the market has not been very pronounced, but there has continued an easy tone both in cash and futures. Hogs have been barely steady with quite a fair movement for the demand. The position of the market still continues against holders and the question of merchandising inventories is not a satisfactory one.

A survey of prices shows that since late summer there has been a general decline in all products excepting a few special cuts of meats. The demand for the time is slow and uninteresting. This has been a continued surprise to the trade as the movement of hogs has not been particularly oppressive. Since November 1 the movement of hogs at the leading markets has been nearly 200,000 less than last year, yet there seems to have been a steady pressure on the market and no improvement in hog prices.

The position of meats as compared with lard is unsatisfactory and the volume of business is slow. This condition at this period of the year is quite surprising. The fact there is an absence of interest in the market has caused a good deal of speculation as to the reason for such lack of demand as to bring such a reflection into the general price situation.

The average price of hogs is 3c per pound under last year, while the average price of lard is a little in excess of last year. Prices of ribs and most cuts of meats are below last year. The market for meats has reflected the hog situation, while the market for lard has been influenced by cottonseed oil.

Lard Stocks Lower.

The mid-month statement of hog products issued last week, showed a further decrease in lard of 10,000,000 lbs. This brought the figures down to about last years' total. The domestic demand has been improving quite considerably this fall due to the price situation in oil and domestic buying has been stimulated quite liberally by this price situation.

Export interests in lard has been better as reflected by the recent exports. Last weeks' shipments were more than double those of the corresponding week last year. There is considerable confidence that this demand will be maintained for a while at least partly due to the price of oils abroad. In meats, however, there has been a very disappointing movement and exports the past week were less than half of the total of those of a year ago.

A study of the movement out of Chicago is thought to indicate a further improvement in outside markets compared with Chicago. In three weeks in November the receipts of meats have been only a little more than half those of last year, with the receipts of lard only about two-thirds those of last year. On the other hand there has been a decrease in the shipment of meats from Chicago of 25,000,000 lbs. and a decrease of lard shipments of 6,000,000 lbs. Packing so far has been just about the same as last year at Chicago and some are disposed to think that the continued moderate packing means a definite trend away from Chicago to other points.

Hog Movement Fair.

The hog movement at leading points has been only a little under last year and it would seem to be reasonable to figure

that the outside packing points are gaining at the expense of Chicago. This is largely the result of transportation conditions and distribution of the product.

The trade is looking forward to a larger movement of hogs, a little later in the season and with the estimates of the country supply, the total movement should be a reflection of this situation. Another factor which has had considerable influence on the position has been the lighter weights. A comparison of weights at Chicago and other points shows a distinct falling off from last year and the previous year which possibly may be the result of the price relation.

The decline in hog prices has eliminated any profit in feeding operations. With hogs below 9c and corn at about the same price, the inducement to feed is lacking. Unless the feeders have the grain they are simply operating at a loss or at even money to bring the hogs up to the average weight of previous years.

If this relation is maintained it is likely to be reflected in the production of lard and meats. The loss of several pounds per hog is a very serious factor when the total number of hogs packed is considered. With the population increasing steadily the demand for foodstuffs is growing from year to year.

European Demand Off.

A recent report on feedstuffs conditions in Europe emphasized the fact that there was likely to be a continued active demand for feedstuffs abroad due to the growing livestock production throughout Europe. This statement, while of interest to the grain producers, particularly corn and feed barley, it is an explanation of the steady falling off in recent years in the foreign demand for meats and fats, particularly the meats. Demand for fats has of course been influenced by the competitive price of imported lard abroad and of the price of imported edible oils.

A study of the export movement shows that exports to the Continent have been falling off very steadily, although the movement of lard to Germany has been maintained. The exports of meat to the United Kingdom have been fairly good. The competition of hog products from the Continent seems to be eating into the market for American products and is handicapping buying by British consumers.

PORK—Mild weather in the east tended to slow up demand, but the market was very steady, with mess New York quoted at \$34.50; Family, \$40.00@43.00; fat backs, \$32.00@35.00. At Chicago, demand was slow and mess quoted at \$27.00.

LARD—Domestic trade was fair and export demand quite moderate. The tone was easy. At New York, prime western was quoted at \$12.70@12.80; middle western, \$12.55@12.65; New York city, 12½c; refined Continent, 13½c; South American, 14½c; Brazil kegs, 15½c; compound car-lots, 13½c; less than cars, 13½@13½c.

At Chicago, regular lard in round lots was quoted at December price; loose lard, 5c under December; leaf lard, 10c over December.

BEEF—The market was held firmly with a fair demand. At New York, mess was quoted at \$22.00@23.00; packet, \$24.00 @26.00; family, \$28.00 to \$30.00; extra India mess, \$38.00 to \$40.00; No. 1 canned corned beef, \$3.00; No. 2, \$5.25; 6 lbs., \$18.50; pickled tongues, at \$55.00@65.00 nominal.

SEE PAGE 48 FOR LATER MARKETS.

PORK PACKING PROSPECTS.

(Continued from page 26.)
try. When false values are placed on hogs—as has been done during the past year—the producer suffers as well as the packer. He is led into increasing the number raised, in the belief that high prices will prevail. And when the pendulum swings in the other direction he is dissatisfied and distrustful.

When hog prices are based on actual product values there is little danger of either the packer or the hog producer getting into price and production difficulties.

Pork Production and Domestic Needs.

The outlet for pork products in 1928 should be good, so far as domestic demand is concerned. More and more is it becoming necessary for production of pork meats to be fitted to the consumptive needs of this country.

Beef will doubtless offer less competition for pork during the year just begun. Indications are that the great surplus of cattle has been cleaned up, and that beef supplies more nearly parallel consumptive demand than they have in some years. This means that there will not be the periods of gluts of beef on the markets so frequently, as has been true during the past five years, with their accompanying low prices to depress the market for other meats.

Beef prices appear likely to maintain a fairly good level even though the present high costs for cattle may not continue indefinitely. At any rate it does not appear that beef will be a bearish factor in the pork market; and it is pretty well known that the consuming public likes its pork so long as it can buy it at fair prices.

Can't Rely on Export Outlet.

But what of the export situation? This usually looms back of the domestic market, playing an important part in the business of every meat packer, whether he does a local, regional, national or international business.

In the past year or two the export outlet has been a disappointing factor.

The United Kingdom and Continental Europe have always been good customers of the American packing industry. Now for two important reasons they are buying less. The first of these is the higher American price level, and the second is that hog production in all European countries is on the increase.

Whenever American packers can export product at a price or trade advantage during the coming year, they will be that much to the good. But the export situation generally appears to offer the industry little in the way of a profitable outlet any time in the near future.

The Foreign Hog Situation.

Some of the basic causes for this unsatisfactory export situation have been pointed out in the following letter to THE NATIONAL PROVISIONER from a packer who

PEACOCK BRAND CERTIFIED CASING COLOR

If Your Jobber Does Not Carry Our Complete Line of Casing Colors Write Us for Samples

YOU WILL FIND OUR LABORATORY SERVICE OF GREAT VALUE IN WORKING OUT YOUR SPECIAL COLOR REQUIREMENTS TELL US YOUR NEEDS

Where Do You Purchase Violet Meat Branding Ink Made According To the Government Formula? We Make It.

W.M.J. STANGE CO. GENERAL OFFICE, LABORATORY, FACTORY
2549 W. MADISON ST. **CHICAGO**

CERTIFIED TO BY THE U.S. DEPARTMENT of AGRICULTURE

ABSOLUTELY HARMLESS

is a close student of the whole situation. He says:

Editor THE NATIONAL PROVISIONER:

I thought you would be interested in some data on the foreign hog situation, which continues to be very bearish on prices. I have therefore compiled some information which goes into detail regarding the foreign situation.

It will be a fundamental mistake of the American hog industry to ignore this foreign situation.

Denmark, which supplies so much of the product for the English market, has been steadily increasing its hog population. According to the U. S. Department of Commerce, the Danish census shows an increase in the total number of hogs from 3,122,000 in July of 1926 to 3,728,500 on July 15, 1927, thus revealing a gain of no less than 600,000, bringing the Danish hog population to a new record figure.

Hog Population in European Countries.

In July, 1925, the hog population of Denmark was 2,517,087.

The figures on hog population in England, Wales, Scotland and Northern Ireland have just been published. In June last year the population was 2,503,000; in June this year the hog population had increased to 3,109,000, which increase is just as great as the increase in Denmark.

In Germany the hog population on approximately the first of 1925 was 16,895,000, the first of 1926, 16,200,000, the first of

1927, 19,412,000. The potato and barley crops are reported better this year than last year, giving plentiful supplies of feed.

It should be noted that it is announced that Germany is endeavoring to get back to pre-war production of hogs; pre-war hog population within the present boundaries of Germany was about 22,500,000.

It does seem that American packers will have a smaller outlet in Europe for pork products in the next twelve months than they have had in the past twelve months. If a tabulation is made of hog populations in those countries in which hog products come in active competition (all figures being from official sources), we get the following:

	Hog Population.				
	U. S.	Canada	Isles	Germany	Denmark
Pre-War	Jan. 1	June	June (About Jan. 1)	July 15	Total
1921	61,865,000	3,350,000	3,801,000	22,533,000	2,715,000
1922	58,711,000	3,905,000	3,627,000	14,179,000	1,430,000
1923	59,355,000	3,916,000	3,487,000	15,818,000	1,899,000
1924	68,447,000	4,405,000	4,150,000	14,678,000	2,855,000
1925	65,937,000	5,069,000	4,554,000	15,832,000	2,868,000
1926	55,568,000	4,426,000	3,642,000	16,895,000	2,517,000
1927	52,055,000	4,471,000	3,389,000	16,200,000	3,122,000
	52,536,000	4,500,000	3,995,000	19,412,000	3,729,000
					84,172,000

Of necessity some of these figures are nearly a year old, namely, those of the United States and Germany. The figure for Canada this year is estimated at 4,500,000.

The January 1, 1927, figure was used for the United States; some private reports indicate that this fall our hog population exceeds the hog population of the corresponding period last year, which appears logical (in spite of large slaughter last summer) because of larger supplies on January 1, 1927, than January 1, 1926, a larger spring pig crop, and smaller cholera losses. To use the January 1, 1927, figure under the present circumstances is conservative.

The last column shows the hog population in the United States, Canada, England, Germany and Denmark. These figures show that hog population exceeds the figures for 1925 and 1926.

The foregoing table does not include Poland. But in a recent statement in an article written for THE NATIONAL PROVISIONER, Dr. Julius Klein, director of the Bureau of Foreign and Domestic Commerce, of the U. S. Department of Commerce, pointed out that "more than one European country, notably Poland, is advancing at a rapid rate in the livestock industry, particularly in pork and pork products."

Lose the Advantage of Volume.

One other thing is well worth consideration at the present time, namely, that the American packer is in a particularly unfavorable situation. If the large hog population was in this country our slaughter would probably be large, and we would

have the advantage of lower unit costs.

As it is this year, foreign producers will get the benefit of this large volume. American packers will not have that advantage, and they will have difficulty in getting good prices for pork products when such large supplies are available in countries which have formerly taken large quantities of lard and sides.

Recent developments of the corn crop have been such that the hog run is not likely to come early, but rather late. This will tend to make prices high in the winter and lower in the spring and summer.

There are, of course, always some factors in the hog situation which are

more or less unpredictable, and which may seriously disturb any estimate. But the known factors at the present time surely warrant caution on the part of packers in paying high prices for hogs this winter.

All of which only confirms what has been brought out from time to time in the pages of your magazine.

Very truly yours,

PACKER OBSERVER.

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Nov. 19, 1927, are reported officially as follows:

Point of origin	Commodity	Amount
Canada—Quarters of beef	1,391	
Canada—Lamb carcasses	550	
Canada—Beef cuts	39,520 lbs.	
Canada—Pork cuts	40,105 lbs.	
Canada—S. P. hams	12,389 lbs.	
Canada—Smoked pork	830 lbs.	
Canada—Beef sweetbreads	2,072 lbs.	
Holland—Smoked hams	3,536 lbs.	
Holland—Smoked hams in tins	276 lbs.	
Holland—Sausage	150 lbs.	
Ireland—Smoked pork	1,102 lbs.	
France—Veal sweetbreads	200 lbs.	
Czecho-Slovakia—Smoked hams	305 lbs.	
Italy—Sausage	112 lbs.	
Germany—Sausage	176 lbs.	
Germany—Smoked beef	10 lbs.	
Germany—Cooked ham	202 lbs.	
Germany—Smoked pork	3,974 lbs.	

LARD AND GREASE EXPORTS.

Exports of lard from New York, Nov. 1, 1927, to Nov. 23, 1927, 18,718,361 lbs.; tallow, 117,000 lbs.; grease, 2,421,800 lbs.; stearine, 200,000 lbs.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—A moderate amount of activity and a weaker market featured tallow the past week. Consumers were inclined to hold off for lower levels, and while producers held steadily for a time, sales of city extra were ultimately reported at 8½c f. o. b. mills, a decline of ½c from the previous business. The undertone continued easy, and although it was contended that the business was probably on combination sales, nevertheless it established the market, and sentiment was mostly bearish.

The approaching inventory period and year end holidays is not helping the market any. At the same time, the position of the lower grades of tallow has not improved to any extent and remains a depressing factor. Little or nothing was heard of South American tallow this week. It appeared to be held well above this market.

At New York, special was quoted at 8c bid, with the last official sales reported at 8½c. Extra was quoted at 8½c f. o. b., and edible nominal at 9½@10c. At Chicago, trade in tallow was dull. Large producers are reported well sold up until the middle of December, but on the other hand, buying interest was quiet. At Chicago, edible was quoted at 10@10½c; fancy, 9½c; prime packer, 9½c; No. 1, 8½c; No. 2, 6½c.

At the London auction on Wednesday, Nov. 23, some 685 casks were offered and 126 sold at prices unchanged to 6d lower than the previous week, with mutton quoted at 39 to 40s; beef, 39@44s; good mixed, 36s 6d@39s 3d. At Liverpool, Australian tallow was unchanged for the week, with fine quoted at 41s 6d and good mixed 38s 9d.

STEARINE—Demand in the east was dull, and the tone continued weak with oleo N. Y. quoted at 10½@10½c. At Chicago, the market was quiet and barely steady, with oleo quoted at 10@10½c.

OLEO OIL—A rather firm tone prevailed in the eastern market with a fair inquiry. At New York, extra was quoted at 18½c; prime, 16½c; lower grades, 16@16½c. At Chicago, extra was quoted at 18c and was quieter.

SEE PAGE 43 FOR LATER MARKETS.

LARD OIL—Demand was quiet and the undertone was barely steady, reflecting an easier feeling in raw materials. At New York, edible was quoted at 16½c; extra winter, 14½c; extra, 13½c; extra No. 1, 13c; No. 1, 11½c; No. 2, 11½c.

NEATSFOOT OIL—Demand was quiet and prices easier with raw materials. At New York, pure was quoted at 16½c; extra, 13½c; No. 1, 11½c; cold test, 18½c.

GREASES—The market in the east was easy, with demand limited and very little business passing. Holders were not inclined to press sales, figuring that even lower levels than quoted would not tend to improve demand.

A heavier tone in tallow, with easiness in some of the oils, was putting some additional pressure on the market.

At New York, yellow was quoted at 7½c @7½c; choice house, 7½c; A white, 8@8½c; B white, 7½c; choice white, all hog, 10½c.

At Chicago, trade in greases was slow, but the larger producers appear well sold up to the middle of December at western points. Sales of 100 drums of yellow grease, about 17 per cent acid, at 7c c. a. f., Cincinnati, and sales of 125 tierces of 15% acid yellow grease at 7c basis, Chicago freight, were reported. At Chicago, brown was quoted at 6½c; yellow, 7½@7½c; B

white, 8½c; A white, 8½c; choice white, all hog, 9½c.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Nov. 23, 1927.

Ground tankage sold at \$4.95 & 10c and at \$4.85 & 10c, and unground at \$4.25 & \$4.35 & 10c all basis f.o.b. New York. The difference in prices was due to quality. Stocks are low and offerings are limited at present.

Ground dried blood sold at \$5.00 f.o.b. New York, but some sellers are offering today at \$4.90. South American is held at this latter figure for December shipment, although it was being offered recently at \$4.75 with no buying interest.

Resale Nitrate of soda can be had under importers' quotations for November-December deliveries. Trading in this material is dull and has been for the past month or so.

Dried and acidulated fish scrap continues high in price and is scarce.

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending Nov. 19, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Jan. 1, 1927.			
	Nov. 19,	Nov. 20,	Nov. 12,	Nov. 19,
	1927.	1926.	1927.	1927.
	M lbs.	M lbs.	M lbs.	M lbs.
HAMS & SHOULDERS, INCLUDING WILTSHIRES.				
Total	942	1,602	1,068	108,561
To Belgium				473
United Kingdom	873	1,522	1,017	91,423
Other Europe	34	—	—	937
Cuba	20	32	28	6,137
Other countries	15	48	23	9,591
BACON, INCLUDING CUMBERLAND.				
Total	984	3,610	691	100,404
To Germany	20	202	—	7,987
United Kingdom	882	3,156	589	48,312
Other Europe	80	233	100	19,387
Cuba	2	—	—	18,183
Other countries	—	20	2	6,595
LARD.				
Total	9,877	11,199	10,232	596,718
To Germany	2,845	5,003	4,807	170,722
Netherlands	572	804	241	33,479
United Kingdom	3,864	2,024	3,327	192,462
Other Europe	712	1,278	317	44,033
Cuba	863	1,445	515	70,645
Other countries	1,021	645	1,025	85,377
PICKLED PORK.				
Total	195	387	96	26,111
To U. Kingdom	—	120	20	4,058
Other Europe	8	8	2	951
Canada	163	155	40	5,906
Other countries	24	104	34	15,196
TOTAL EXPORTS BY PORTS.				
WEEK ENDING NOVEMBER 23, 1927.				
	Hams and shoulders, Bacon, Lard, Pickled pork.			
	M lbs. M lbs. M lbs. M lbs.			
Total	942	984	9,877	195
Boston	—	—	28	2
Detroit	500	212	770	60
Port Huron	373	144	935	101
Key West	11	—	730	—
New Orleans	24	2	911	24
New York	34	626	6,503	8
Philadelphia	—	—	—	—
DESTINATION OF EXPORTS.				
	Hams and shoulders, Bacon, Lard, Pickled pork.			
	M lbs. M lbs. M lbs. M lbs.			
Exported to:				
United Kingdom (total)	—	873	882	—
Liverpool	—	314	480	—
London	—	144	79	—
Manchester	—	30	—	—
Glasgow	—	51	142	—
Other United Kingdom	334	181	—	—
Exported to:				
Germany (total)	—	2,845	—	—
Hamburg	—	2,705	—	—
Other Germany	—	140	—	—

THE KENTUCKY CHEMICAL MFG. CO., Inc.
COVINGTON, KY. Opposite Cincinnati, Ohio
Buyers of Beef and Pork Cracklings
Both Soft and Hard Pressed

Packinghouse By-Products

Chicago, Nov. 23, 1927.

Blood.

This product is scarce while demand continues good, with sales of unground at \$5.10 and ground, in bags, at \$5.25.

Unit Ammonia.
Ground and unground.....\$5.15@5.25

Digester Hog Tankage Materials.

The outlet for digester tankage is more narrow because of the unseasonably warm weather. Demand is rather slow.

Unit Ammonia.
Ground, 11½ to 12½ ammonia.....\$5.00@5.25
Ground, 6 to 8½ ammonia.....4.50@4.75
Unground, 11 to 13½ ammonia.....4.90@5.10
Unground, 6 to 8½ ammonia.....4.40@4.55
Liquid stick, 7 to 11½ ammonia.....@4.25

Fertilizer Materials.

The outlet of fertilizer materials broadened considerably with the price the highest of the year thus far, although sellers and buyers are about 25c apart in their views.

Unit Ammonia.
High grade, ground, 10-11% ammonia.....\$3.90@4.00
Lower grade, ground & ungrd. 6-9% am... 3.00@3.50
Hoot meal@3.35

Bone Meals.

This market is active, domestic supply being supplemented by European shipments.

Per Ton.
Raw bone meal.....\$50.00@55.00
Steam, ground34.00@40.00
Steam, unground28.00@35.00

Cracklings.

Trading in this commodity is limited, although buyers have lower price ideas.

Per Ton.
Hd. prsd. & exp. ungrd., per unit protein. \$ 1.20@1.25
Soft pressed pork, ac. grease and quality. 85.00@90.00
Soft pressed beef, ac. grease and quality. 50.00@55.00

Horns, Bones and Hoofs.

From a manufacturing standpoint the outlet of this product is about closed.

Per Ton.
Horns\$50.00@100.00
Round shin bones55.00@ 90.00
Flat shin bones50.00@ 60.00
Rejected manufacturing bones50.00@ 55.00

Cattle hoofs

37.00@38.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

This market is active, with prices the highest of the year thus far.

Per Ton.
Kip and calf stock.....\$32.00@42.00
Rejected manufacturing bones47.50@48.50
Horn pits39.00@40.00
Cattle jaws, skulls and knuckles.....42.50@43.50
Sinews, pizzles and hide trimmings.....28.00@30.00

Animal Hair.

After contracting for most of the domestic production of processed grades, buyers are now bidding 1@2c under the original price. Bidding started at \$80.00 per ton delivered, and buyers are now bidding \$60.00 for coil, winter.

Per Pound.
Coil and field dried.....1½@2½c
Processed grey4 @7½c
Black dyed6 @8½c
Cattle switches each*4 @5½c

*According to count.

Pig Skins.

Tanner buyers now bidding around ¾c per lb. under the recent high tide, with sellers and buyers ¼c apart in their views, in regard to No. 2 and 3 grades.

Per Pound.
Tanner grades8 @8½c
Edible grades, unassorted.....4½@8½c



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company

MARGARINE COMBINE FORMED.

An international syndicate for the control of world trade in margarine has just been announced in Europe, according to advices received by the U. S. Department of Commerce.

The syndicate will acquire a controlling interest in both the Jurgens and Van den Bergh undertakings in all countries, it was reported.

The Department's statement, in full text, follows: The two organizations whose future fortunes are thus linked together are, by all odds, the most important in the European margarine industry. The capital involved in this merger amounts to many millions of pounds. These firms carry on their industry on a large scale, not only in Holland and England, but in Denmark, Belgium, Germany, France, Sweden, Norway, and in some of the countries of central Europe. The present Van den Bergh company was formed in 1895, to unite the businesses of Van den

A quality product good for steady business

HAMMOND'S Mistletoe MARGARINE

Chicago

Bergh Brothers of London and Simon Van den Bergh of Rotterdam.

No details are yet available regarding the scheme by which the various companies involved are to be brought under one control, but it is stated that the intention is to maintain the full individuality of the two concerns, at the same time bringing about a close cooperation, which should be beneficial to both.

Substantial economies are expected to result from this unification of control. Centralized buying will, probably, be one of the advantages; the concentration of production may enable some factories to be dispensed with; while it is said to be the hope of those promoting this scheme that the heavy expenditure which has been incurred by the two undertakings in competing for trade, especially on the Continent, will be largely reduced.

One of the announcements of this merger gives the per capita margarine consumption of various European countries as:

Denmark, 45½ lbs.; Norway, 35½ lbs.;

Holland, 15½ lbs.; Germany, 12½ lbs.; Sweden, 12¼ lbs.; United Kingdom, 11½ lbs.; France, 1½ lbs.

SEED FREIGHT RATE HEARING.

A hearing will be conducted by Examiners Money and Esch of the Interstate Commerce Commission at Fort Worth beginning Jan. 6 in the commission's investigation of rates on cotton seed, its products and related articles in connection with the Hoch-Smith resolution of Congress. There are about fifty cases before the commission involving such rates.

A hearing will be held in San Antonio immediately following the one at Fort Worth and at Houston at the conclusion of the San Antonio hearing if they become necessary. A hearing in New York has been scheduled for Dec. 5.

In connection with the general investigation involving Western livestock rates, the commission has scheduled hearings before Examiner Stiles and Parker in St. Paul beginning Jan. 9; Chicago, Jan. 12, and Kansas City, Jan. 13.

SEPT. MARGARINE PRODUCTION.

Production of margarine during September, 1927, with comparisons for the same month last year, as reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, was as follows:

	Sept. 1926. July 31, 1927.		Aug. 1, 1926. July 31, 1927.		Aug. 1, 1926. July 31, 1927.		Production		Aug. 1, 1927. July 31, 1927.		Per cent Aug. 1927, is of avg.	
Class	Lbs.	Lbs.	Pct.	Pct.	Lbs.	Pct.	Aug.	Aug.	Aug.	Aug.	Aug.	Pct.
Edible beef fat ¹	36.11	33.48	3.78	3.54	355,684	27,370	29,766	27,865	101.81			
Edible beef offal.....	29.25	27.86	3.06	2.95	257,890	21,579	23,445	23,188	107.46			
Cattle hides.....	65.44	64.34	6.85	6.81	649,737	51,259	52,851	53,908	105.17			
Edible calf fat ¹	1.24	1.45	.70	.72	6,199	569	492	564	99.12			
Edible calf offal.....	6.58	7.26	3.72	3.62	32,883	2,537	2,508	2,823	111.27			
Lard.....	86.00	88.80	15.50	15.20	1,542,246	114,807	117,431	117,871	102.67			
Edible hog offal.....	6.28	6.67	2.70	2.63	288,601	16,824	19,149	20,263	120.44			
Pork trimmings.....	13.13	14.65	5.66	5.77	564,115	35,069	41,287	44,565	124.77			
Edible hog grease.....	2.90	2.99	1.25	1.18	125,109	9,677	9,606	9,110	94.23			
Sheep edible fat ¹	2.17	1.84	2.68	2.82	27,718	1,835	1,063	2,147	117.00			
Sheep edible offal.....	1.95	1.90	2.41	2.40	24,944	1,623	1,856	2,217	126.60			

¹Unrendered. ²Rendered.

The Blanton Company
St. Louis, U. S. A.
Refiners of

Salad Oil

Selling Agencies at
New York Philadelphia Pittsburgh
Memphis

Topp's Code, Eighth Edition

**Give Us Inquiries on Carloads
Pleased to Submit Samples**

COTTONSEED PRODUCT EXPORTS.

Exports of cottonseed products for the two months ending September 30, 1927, with comparisons for the same period last year, were as follows, according to the U. S. Department of Commerce:

	1927.	1926.
Oil, crude, lbs.....	1,002,000	495,739
Oil, refined, lbs.....	1,673,734	566,281
Cake and meal, tons.....	41,428	48,872
Linters, running bales.....	29,145	11,540

COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, Nov. 1, 1927, to Nov. 23, 1927, none.

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November 26, 1927.

THE NATIONAL PROVISIONER

39

VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Trade Large—Market Weak—May At New Lows—Cash Demand Poor—December Liquidation Factor—Outside Markets Easy—Crude Heavy.

The market for cottonoil futures on the New York Produce Exchange, after backing and filling and holding very steady for a time with a mixed trade and helped somewhat by smaller ginning figures than expected, ran into considerable December liquidation prior to delivery day. With increased refiners' pressure on the late months prices broke sharply to some new lows for the month, the May delivery selling at new season's lows. The selling ran into stop loss orders which helped the decline, but even on the break sentiment was greatly mixed and quite heavy profit taking and buying on scale down orders absorbed the offerings.

The outstanding depressing factors, were the pessimistic reports on cash oil and compound trade and a continued heavy tone in the western lard markets. These features, together with easier outside markets in cotton and grains, unsettled the long interest in oil somewhat, but it was not until pressure of crude oil at the 9c figure developed that the market displayed any real weakness.

Commission and wire houses were persistently on both sides. December longs were transferring their holdings to the later months, but the pressure of the December was larger than expected. The result was that December ultimately went to about 72 points under May. It was figured that there was still an open interest in the open delivery of 20,000 to 30,000 bbls.

Fears that the January delivery would widen its discount materially when delivery day rolls around, as has the December, had an influence on the market. The result was that quite a little selling of the nearby developed against purchases of the later months. The strong support noted in the May delivery recently was apparently withdrawn and

bearish sentiment as a whole increased when that month went into new low ground.

Lower Prices Predicted.

The volume of crude oil that changed hands was not large. Earlier in the week, buyers and sellers were apart in their ideas, refiners bidding 9c and mills asking 9½@9½c. The latter part of the week found the mills willing sellers at the 9c level, particularly in the southeast and the mills backing away from the offerings.

The latter, it was contended by some leading refiners, was because of the fact that supplies of oil were backing up due to unsatisfactory cash business and this feature led some shrewd cash interests to predict much lower prices for futures. Considerable was heard of steadily increasing visible stocks and although contentions were made that the slow cash business was partly the result of the fact that refiners are not selling ahead for more than 30 days, the latter it was said was a depressing factor in that it would serve to keep stocks of oil in the visible supply.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Nov. 24, 1927.—The market has been under pressure of December liquidation, lower cotton and lard. Crude sold yesterday at 8½c Valley and 8½c Texas, with prospects for further declines before any healthy reaction occurs. When the visible supply figures fall below last year's, higher prices should rule. Bleachable, 9.90c bid, 10 cents asked, loose, New Orleans. Demand is light. Crude offerings are increasing. Prices are still too high for the soap kettle and for export.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Nov. 23, 1927.—There were a few sales of crude this week at 9c Valley. Forty-one per cent protein meal sold as high as \$41.00 Memphis. Loose cotton seed hulls are dull at \$6.00 Memphis.

In refining quarters, it was said, the fact that sales are not being made more than 30 days ahead was one of the healthiest conditions for the trade that has ever happened. This will prevent consumers from becoming overstocked and suffering severe losses in times of depressions.

The ginning figures of 10,899,000 bales generally created the impression that the ultimate cotton crop would be under rather than over the last Government cotton estimate. In oil trade circles, however, it was held that a few hundred thousand bales one way or the other, would make but little difference as far as cottonoil is concerned. The trade was more impressed by a belief that November consumption would be 50,000 bbls. under October and run around 225,000 bbls. against about 340,000 bbls. the same month last year.

Open Oil Interest Large.

The inability of lard to rally to any extent was a depressing influence in oil. It was pointed out that lard prices at present are slightly higher than at the same time last year, whereas the hog price is about 3c under this time a year ago. There was no particular urgency in cash lard demand. Tallow was easier and stearine weak, the latter reflecting dullness in compound trade to some extent.

The open interest in the oil market is unusually large. This, it is felt, will make for sharp fluctuations at times. In the main, those who watch the cash situation rather than the speculative developments believe that the market is still at too high a level in accordance with available supplies and that it will take somewhat lower levels to bring about a notable revival in consumers buying.

In one quarter it was said that it will not be surprising that if by January 1 the consumption this season totals somewhat under the same period last year, notwithstanding the much heavier distribution the first two months of this season, compared with a year ago.

Exports of crude cottonoil during October were officially placed at 4,445,704 lbs. against 1,234,383 lbs. a year ago, and exports of refined cottonoil at 528,163 lbs. against 1,335,003 lbs. last year.

COTTONSEED OIL—Market transactions:

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

The large dealer, the small dealer, EVERY dealer, must have the best to compete successfully in the trade of today

The Crusher—The Refiner—The Investor—The Manufacturer—

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

Always Use YOUR Cotton Oil Market!

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

Friday, Nov. 18, 1927.

	—Range—	—Closing—
	Sales. High. Low. Bid. Asked.	
Spot	.....	1055 a 1095
Nov.	.....	1055 a 1085
Dec.	4500 1063 1055	1061 a
Jan.	1800 1068 1064	1068 a 1071
Feb.	.....	1073 a 1085
Mar.	5000 1087 1082	1088 a 1090
Apr.	.....	1095 a 1102
May	10500 1106 1100	1106 a
June	.....	1111 a 1120

Total Sales, including switches, 21,800 bbls. P. Crude S. E. 9 Bid.

Saturday, Nov. 19, 1927.

	—Range—	—Closing—
	Sales. High. Low. Bid. Asked.	
Spot	.....	1060 a
Nov.	.....	1060 a
Dec.	500 1062 1061	1061 a
Jan.	900 1076 1070	1073 a
Feb.	.....	1075 a 1087
Mar.	1300 1095 1091	1092 a
Apr.	.....	1095 a 1100
May	3300 1109 1106	1107 a
June	.....	1112 a 1125

Total Sales, including switches, 6,000 bbls. P. Crude S. E. 9 Bid.

Monday, Nov. 21, 1927.

	—Range—	—Closing—
	Sales. High. Low. Bid. Asked.	
Spot	.....	1060 a
Nov.	.....	1060 a
Dec.	3600 1075 1058	1064 a
Jan.	600 1083 1080	1080 a 1082
Feb.	.....	1087 a 1098
Mar.	5000 1113 1100	1102 a 1103
Apr.	.....	1105 a 1115
May	9400 1125 1117	1119 a
June	.....	1125 a 1130

THE EDWARD FLASH CO.
29 BROADWAY
NEW YORK CITY
BROKERS EXCLUSIVELY
ALL VEGETABLE OILS
In Barrels or Tanks
COTTON OIL FUTURES
On the New York Produce Exchange

THE NATIONAL PROVISIONER

Total Sales, including switches, 19,200 bbls. P. Crude S. E. 9 Bid.

Tuesday, Nov. 22, 1927.

	—Range—	—Closing—
	Sales. High. Low. Bid. Asked.	
Spot	.....	1050 a
Nov.	.....	1050 a 1060
Dec.	5400 1055 1049	1050 a
Jan.	800 1077 1071	1071 a
Feb.	.....	1075 a 1085
Mar.	4900 1096 1093	1094 a
Apr.	100 1085 1085	1097 a 1105
May	10300 1115 1111	1112 a
June	2000 1127 1120	1120 a 1125

Total Sales, including switches, 23,500 bbls. P. Crude S. E. 9 Bid.

Wednesday, Nov. 23, 1927.

	—Range—	—Closing—
	Sales. High. Low. Bid. Asked.	
Spot	.....	1015 a
Nov.	.....	1015 a 1025
Dec.	4200 1045 1019	1020 a 1019
Jan.	3000 1067 1050	1051 a 1050
Feb.	.....	1055 a 1070
Mar.	12100 1089 1071	1171 a 1072
Apr.	.....	1078 a 1090
May	22500 1109 1091	1092 a 1093
June	500 1120 1117	1105 a 1110

Total Sales, including switches, 42,300 bbls. P. Crude S. E. 9 Sales.

SEE PAGE 43 FOR LATER MARKETS.

Thursday, Nov. 24, 1927.

HOLIDAY—No Market.

COCOANUT OIL—A quiet and disappointing demand was reported the past week and the market was easier, reflecting heaviness in tallow and an easier tone in some other oils. At New York, tanks were quoted at 8½@8½c, while at the Pacific coast tanks were quoted as low as 8¼c.

SOYA BEAN OIL—The market remained quiet but steady with no particular pressure in evidence. At New York, barrels were quoted at 12½c, while at the Pacific coast tanks were nominally quoted at 9¾c.

CORN OIL—The market was quiet but barely steady with tanks f.o.b. mills quoted at 9¾c nominal. The market felt the heaviness in cottonoil to some extent.

PALM OIL—While consuming demand was less active, the position of this market continued firm owing to limited selling pressure. However, buyers showed a disposition to mark time pending a weaker tone in competitive quarters. Some spot supplies of palm oil, it was said, were more or less in a distressed position. At New York, spot Nigre was quoted at 7@7½c; shipment, 7½@7½c; spot Lagos, 8c; shipment, 7½@8c.

PALM KERNEL OIL—Trade was small, but the market very steady, with offerings well held and demand generally quieter. At New York, tanks were quoted for prompt shipment at 8.90c and drums at 9½c.

OLIVE OIL FOOTS—The market was quiet with the trade awaiting developments. Old crop foots were quoted at 10c and new crop foots for shipment at 8½c.

PEANUT OIL—The market was quoted at 9½c bid, with mills holding for 10c.

SESAME OIL—Market nominal.

COTTONOIL—Spot demand was very slow and spot stocks will probably come out on December contracts. Southeast crude, 9c sales and asked; Valley, 9c nominal; Texas, 8½@8½c nominal.

CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, including both domestic consumption and exports for the first ten months of 1927, with comparisons, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS ON HAND.

	(A) (1) PRODUCED.	1926. Pounds.	1926. Pounds.
January	148,200,000	162,314,000	
February	120,492,000	126,905,000	
March	129,334,000	138,567,000	
April	125,728,000	126,385,000	
May	131,008,000	117,241,000	
June	151,008,000	122,885,000	
July	131,037,000	133,702,000	
August	116,183,000	114,486,000	
September	95,780,000	97,466,000	
October	97,485,000	92,967,000	
Total	1,248,127,000	1,233,235,000	

CONSUMED.

	(B) (2) EXPORTS.	1927. Pounds.	1926. Pounds.
January	61,395,426	78,795,905	
February	51,618,642	66,598,554	
March	54,814,378	65,988,543	
April	69,991,408	64,919,209	
May	66,313,615	59,866,739	
June	68,444,917	57,613,915	
July	48,378,078	47,122,562	
August	51,918,517	55,475,174	
September	61,282,012	62,865,118	
October	Not available	48,547,128	
Total	Not available	607,787,638	

(C) DOMESTIC.

	1927. Pounds.	1926. Pounds.
January	67,810,574	61,809,065
February	61,346,358	48,348,346
March	59,558,622	55,615,457
April	48,186,692	56,208,761
May	53,459,553	51,569,521
June	47,221,083	51,568,085
July	41,440,022	53,534,438
August	76,388,483	61,696,828
September	85,351,988	80,275,282
October	Not available	77,622,871
Total	Not available	595,564,362

TOTAL.

	1927. Pounds.	1926. Pounds.
January	129,206,000	140,205,000
February	114,985,000	114,947,000
March	92,069,000	93,108,000
April	99,611,000	98,365,000
May	111,976,000	106,824,000
June	147,318,000	120,527,000
July	179,138,000	153,572,000
August	167,018,000	151,233,000
September	118,174,000	105,558,000
October	71,609,000	72,355,000
Total	1,266,510,000	1,203,358,000

(A) Includes entire production, both neutral and other edible, by federally inspected plants and also production with neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on the farms.

(B) Includes both neutral and other edible lard.

(C) Apparent consumption.

(D) Includes stocks held in cold storage plants and packing house plants only.

The Procter & Gamble Co.

Refiners of all Grades of

COTTONSEED OIL

Puritan, Winter Pressed Salad Oil

Borneo, Prime Winter Yellow

Venus, Prime Summer White

Sterling, Prime Summer Yellow

P&G Special (Hardened) Cocoonut Oil

IOWAVILLE, OHIO

PORT IOWA, IOWA

KANSAS CITY, KAN.

MACON, GA.

DALLAS, TEXAS

HAMILTON, CANADA

White Clover Cooking Oil

Marigold Cooking Oil

Jersey Butter Oil

Moonstar Cocoonut Oil

General Offices: CINCINNATI, OHIO</

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products were weak the latter part of the week with scattered selling and poor support notwithstanding a lighter hog run.

Cottonseed Oil.

Cotton oil was active and weaker with May in new lows for the season under general selling liquidation, poor cash trade and limited support. There were freer crude offers at 9c. Southeast Valley is a factor. Refiners' brokers sold freely with shorts the best buyers. Some scale down buying was continued. December sold fifty-seven under and March seventysix under May. Southeast crude sold in a small way to Canada at 9c.

Quotations on cottonseed oil at Friday noon were: November, \$10.00@10.20; December, \$10.15@10.20; January, \$10.48; February, \$10.50@10.70; March, \$10.72@10.74; April, \$10.75@10.87; May, \$10.93; June, \$11.02@11.10.

Tallow.

Tallow, extra, 8½c.

Stearine.

Stearine, 10½c.

BRITISH PROVISION CABLES.

(Special Cable to The National Provisioner.)

Liverpool, Nov. 25, 1927.—Improvement in A. C. hams features market here. Fair demand for Christmas trade. Square shoulders, very poor; lard, fair; picnics, no demand.

Today's prices are as follows: Picnics 67s; American cut, 96s; hams, long cut, 103s; Cumberland cut, 72s; short backs, 84s; bellies, clear, 84s; Canadian, 80s; spot lard, 67s 6d.

EUROPEAN PROVISION CABLES.

The market at Hamburg shows little alteration, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 121 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 126,000, at a top Berlin price of 15.14c a pound, compared with 69,000, at 17.52c a lb., for the same week last year.

The Rotterdam market was rather quiet.

The market at Liverpool was steady with offerings few and demand medium.

The total of pigs bought in Ireland for bacon curing was 25,000 for the week.

The estimated slaughter of Danish hogs for the week ending Nov. 18, 1927 was 66,000.

HAMBURG.

	Stock.	Demand.	Prices cents per lb.
Refined lard	Med.	Med.	@14.20
Fat backs	Exh.	Poor	*
Frozen pork livers	Lt.	Med.	@ 7.26
Extra oleo oil	Exh.	Med.	*
Extra oleo stock	Exh.	Poor	*

ROTTERDAM.

	Lt.	Med.	@16.74
Refined lard	Exh.	Med.	@14.01
Extra oleo oil	Exh.	Med.	@19.84
Prime oleo oil	Lt.	Poor	@18.20
Extra oleo stock	Exh.	Poor	@17.84
Extra premier jus	Med.	Poor	@10.56
Prime premier jus	Med.	Poor	*

LIVERPOOL.

	Med.	Med.	19.90@20.88
Hams, AC, light	Lt.	Med.	19.53@20.40
Hams, AC, heavy	Lt.	Med.	19.53@20.40
Hams, long cut	Lt.	Med.	22.13@23.22
Cumberlands, light	Med.	Med.	15.82@16.49
Cumberlands, heavy	Med.	Med.	15.62@16.49
Square shoulders	Med.	Med.	14.76@15.19
Picnics	Med.	Poor	14.54@15.41
Clear bellies	Med.	Med.	17.36@17.79
Refined lard boxes	Med.	Med.	14.54

*Not quoted.

FRIDAY'S GENERAL MARKETS.

New York, Nov. 25, 1927.—Spot lard at New York: Prime western, \$12.65@12.75; middle western, \$12.50@12.60; city, 12½c; refined continent, 13½c; South American, \$14.25; Brazil kegs, \$15.25; compound, \$13.25.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Nov. 22, 1927.—Latest quotation on chemicals and soap makers' supplies:

Extra tallow, f. o. b., seller's plant, 8½c lb.; Manila coconut oil, tanks, New York, 8½c lb.; Manila coconut oil, barrels, New York, 10½c lb.; Cochin coconut oil, barrels, New York, 10½c lb.

P. S. Y. cottonseed oil, barrels, New York, 12½c@13c lb.; crude corn oil, barrels, New York, 11½c lb.; olive oil foots, barrels, New York, 10½c lb.; 5% yellow olive oil, barrels, New York, \$1.55 to \$1.70 gal.

Crude soya bean oil, barrels, New York, 12½c lb.; palm kernel oil, barrels, New York, 9½c@9½c lb.; red oil, barrels, New York, 10½@10¾c lb.; niger palm oil, casks, New York, 7½@7¾c lb.; lagos palm oil, casks, New York, 13¼@13½c lb.

HULL OIL MARKET.

Hull, England, Nov. 25, 1927.—(By Cable)—Refined cottonseed oil 40s 6d, crude cottonseed oil 37s 6d.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Nov. 25, 1927, show exports from that country were as follows: To England, 117,169 quarters; to the Continent, 50,736; others, none.

Exports for the previous week were as follows: To England, 68,088 quarters; to the Continent, 67,052; others, none.

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Nov. 17, 1927.

Nov.	11	12	14	15	16	17
Chicago	... Holiday	47%	48%	48%	48%	48%
New York	49	49½	50	50	50	50
Boston	48	48	48	48	48	48
Philadelphia	50	50½	51	51	51	51

Wholesale prices of carlots—Fresh centralized butter—90 score at Chicago.

Holiday 45 45 45 44½ 45

Receipts of butter by cities (tubs):

This week.	Last week.	Last year.	Since Jan. 1— 1927.
Chicago	25,125	Holiday 26,282	2,881,002
New York	41,508	Holiday 36,986	3,279,957
Boston	10,391	Holiday 9,700	3,161,711
Philadelphia	10,456	Holiday 11,578	1,110,357
Total	87,480	Holiday 84,546	9,824,853
			8,105,116

Cold storage movement (lbs.):

In Nov. 17.	Out Nov. 18.	On hand Nov. 18.	Same week-day last year.
Chicago	43,033	363,878	10,491,892
New York	71,486	298,421	10,856,933
Boston	10,762	244,427	8,187,846
Philadelphia	14,350	85,124	3,044,488
Total	148,583	991,850	47,580,919
			43,051,083

What kind of beef carcasses are known as "spotters"? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Wednesday, Nov. 23, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
FRESH BEEF:				
STEERS (Hvy. Wt. 700 lbs. up):	\$23.50@25.00	\$22.50@24.50	\$24.00@26.50	\$24.50@26.00
Choice	20.50@23.00	21.00@22.50	19.00@24.00	20.00@23.50
Good				
STEERS (Lt. & Med. Wt. 700 lbs. down):	23.00@25.00	24.00@26.50	24.50@26.00	20.00@23.50
Choice	18.50@22.00	19.50@21.00	19.00@24.00	18.00@21.00
Good				
STEERS (All Weights):	15.50@18.50	17.00@19.50	15.50@19.00	15.00@19.00
Medium	13.50@15.50	16.00@17.00	14.50@16.00	14.00@15.00
Common				
COWS:	14.00@15.50	15.00@16.00	14.50@17.00	15.50@16.50
Medium	12.50@14.00	14.00@15.00	13.00@15.00	13.50@15.00
Common	11.00@12.50	13.00@14.00	12.00@13.00	11.50@13.00
FRESH VEAL (1):				
VEALERS:				
Choice	19.00@21.00	21.00@24.00	21.00@22.00	21.00@22.00
Good	17.00@19.00	18.00@21.00	19.00@20.00	19.00@20.00
Medium	15.00@17.00	14.00@16.00	15.00@18.00	16.00@18.00
Common	13.00@15.00	13.00@14.00	13.00@15.00	13.00@15.00
CALF CARCASSES (2):	14.00@16.00		15.00@17.00	
Choice	13.00@14.00	14.00@15.00	14.00@16.00	15.00@16.00
Good	11.00@13.00	12.00@14.00	13.00@15.00	13.00@15.00
Medium	10.00@11.00	10.00@12.00	12.00@13.00	12.00@13.00
LAMB (30-42 lbs.):	25.00@26.00	24.00@26.00	23.00@25.00	25.00@26.00
Choice	23.00@25.00	23.00@25.00	22.00@24.00	24.00@25.00
Good				
LAMB (42-55 lbs.):	22.00@25.00	21.00@23.00	22.00@24.00	23.00@25.00
Choice	21.00@24.00	20.00@22.00	21.00@23.00	20.00@23.00
Good				
LAMB (All Weights):	21.00@23.00	19.00@22.00	20.00@22.00	20.00@23.00
Medium	19.00@21.00	17.00@19.00	18.00@20.00	18.00@20.00
Common				
MUTTON (Ewes):				
Good	12.00@14.00	12.00@14.00	11.00@14.00	13.00@14.00
Medium	10.00@12.00	10.00@12.00	9.00@11.00	11.00@12.00
Common	8.00@10.00	9.00@10.00	8.00@10.00	10.00@11.00
FRESH PORK CUTS:				
LOINS:				
5-10 lb. av.	20.00@22.00	23.00@25.00	23.00@22.00	20.00@22.00
10-12 lb. av.	22.00@24.00	22.00@24.00	22.00@22.00	20.00@22.00
12-15 lb. av.	18.00@20.00	21.00@23.00	20.00@22.00	19.00@20.00
15-18 lb. av.	18.00@18.00	20.00@21.00	19.00@21.00	18.00@19.00
18-22 lb. av.	15.00@17.00	19.00@21.00	18.00@20.00	17.00@18.00
SHOULDERS:				
N. Y. Style—Skinned	13.00@15.00		15.00@18.00	16.00@17.00
PICNICS:				
4-6 lb. av.		16.00@17.00	15.00@17.00	15.00@16.00
6-8 lb. av.		15.50@16.50	14.00@15.00	14.00@15.00
BUTTS:				
Boston Style	15.00@17.00		19.00@21.00	18.00@20.00
SPARE RIBS: Half Sheets	14.00@16.00			
TRIMMINGS:				
Regular	10.50@12.00			
Lean	15.50@17.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Ill., Nov. 23, 1927.

CATTLE—Compared with a week ago the fed steer trade was very erratic. Good to near-choice kinds are 50c@\$1.00 lower; common and medium kinds, steady to 25c off. Light yearlings grading good downward, including mixed and heifer yearlings, are off in line with comparable grade matured steers. Better grades steers were sharply lower early in the week but regained at the close. Commercially fed weighty steers sold at \$18.65, a new high for year. Long yearlings fed for International Show purposes cashed \$18.50. Few little cattle went above \$15.50, and most short fed steers sold \$12.00@\$15.50.

The western grass run was about 2,500 head. She stock excluding medium to good light heifers were mostly steady. Cutters and bulls were weak. Vealers were fully steady, packers paying \$12.50@\$13.50 and outsiders \$14.00@\$14.50.

The steer trade was decidedly off its recent gait. Killers took a sharp rap at recent outlandishly high live costs early in the week and got 50c@\$1.50, and in instances as much as \$2.00 off on good to near-choice steers. Then supply was curtailed, shipping demand broadened and prices came back 50c, in instances more. The late bulge fell on weighty steers. Medium to good yearlings, particularly light mixed and heifer yearlings are still ruling 50c to \$1.00 under last week.

There was little uniformity in the steer trade, many cross currents and withal a very disconcerting market. Most fat steers sold at \$12.50@\$15.50, a sprinkling making \$16.00 to \$17.50. Yearlings fed for show purposes topped at \$18.50. Mixed and heifer yearlings now selling at \$10.50@\$13.50 showed the most loss in little cattle.

Fat she stock sold unevenly but rather dependably, holding mostly steady. The same was true of bulls and vealers, most heavy sausage bulls making \$7.25 to \$7.50, with light vealers at \$12.50@\$13.50 to big packers and \$14.00 to \$14.50 to outsiders.

HOGS—Hog receipts were again large. Prices are 50c to 60c lower on desirable hogs, 140 lbs. up on packing sows, 35 to 50c lower; on pigs, \$1.00 to \$1.25 lower. The late top was \$9.25. Low top for the week \$9.00. This is the lowest since June 8. The late bulk, 210 to 300 lbs., \$8.80@\$9.20; 170 to 200 lbs., \$8.40@\$8.85; strictly choice 200 lb. averages, \$8.90 and better; 130@160 lbs., \$7.25@\$8.25, and up to \$8.50; most pigs, \$7.00@\$7.50; packing sows, largely \$7.65@\$8.10, lightweights, up to \$8.40.

SHEEP—Fat lambs repeated last week's trend of prices. There were large receipts Monday both locally and at other important markets. This forced values down. Lighter receipts and an active shipping demand later in the week allowed prices to regain the loss with the close in a strong position 15 to 25c higher on Thursday to Wednesday comparison.

Sheep showed little change. Top fat lambs reached \$14.25, bulk and good offerings for the week going at \$13.50 to 14.00, with culs at \$10.50@\$11.00.

Most fat ewes were on a \$6.25 to \$6.75 basis, with choice lightweights in limited numbers at the top of \$7.00. Yearlings have made a fair showing and moved at \$10.00@\$11.50 depending on quality and weight. Only handyweights of good to choice quality sold above \$11.00, with kinds over 100 lbs. mostly below \$10.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)
Kansas City, Nov. 23, 1927.

CATTLE—Trade in beef steers opened fairly active on Monday but since that time little action has been in evidence, and all classes closed at lower levels as compared with a week ago. Better grades

of fed steers and yearlings are 15@25c lower, while medium to good short fed offerings are 25@50c off, with the lighter weights showing the maximum loss. Top heavy steers sold at \$16.75 and best yearlings went at \$16.00. Bulk of the fed steers ranged from \$11.00@\$14.25 while Texas grassers cashed at \$9.25@\$10.50. Slaughter heifers finished the week at steady to 25c lower rates, while other she stock held at steady levels. Bulls are strong to 25c higher, and veal calves are 50c over a week ago, with the late top at \$13.50.

HOGS—A weak to lower undertone prevailed most of the week in the hog market, and final prices are from 35@60c lower than last Wednesday. All grades and weights were under pressure and shared in the week's decline. At the close choice 240 lb. weights sold at \$8.90 to local killers for the top. Most of the more desirable grades of 180-300 lb. weights brought from \$8.50@\$8.85. Pack-

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Wednesday, Nov. 23, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL
HOGS (Soft or silly hogs and roasting pigs excluded):					
Heavy wt. (250-350 lbs.), med-ch.	\$ 8.75@ 9.25	\$ 8.60@ 9.10	\$ 8.15@ 8.90	\$ 8.40@ 8.85	\$ 8.25@ 8.60
Med. wt. (200-250 lbs.), med-ch.	8.50@ 9.25	8.70@ 9.10	8.45@ 8.90	8.50@ 8.90	8.35@ 8.60
Lt. wt. (180-200 lbs.), com-ch.	8.00@ 8.90	8.25@ 9.05	8.00@ 8.70	7.85@ 8.70	7.75@ 8.50
Lt. lt. (180-180 lbs.), com-ch.	7.25@ 8.50	7.50@ 8.50	7.50@ 8.40	7.75@ 8.40	7.50@ 7.75
Packing sows, smooth and rough.	7.25@ 8.40	7.25@ 8.00	7.25@ 8.00	6.75@ 7.85	7.25@ 8.00
Slaughter pigs (320 lbs. down), med-ch.	6.75@ 7.50	7.00@ 8.00	.....	8.00@ 8.50	7.25@ 7.50
Avg. cost and wt., Wed. (pigs excluded)	8.34-213 lb.	8.59-195 lb.	8.18-258 lb.	8.44-238 lb.	.....
SLAUGHTER CALF AND CALVES:					
STEERS (4,500 LBS. UP):					
Good-ch.	14.25@18.65	.....	13.50@17.75	13.50@17.50	.....
STEERS (1,800-2,500 LBS.):					
Choice	17.50@18.65	17.00@17.75	16.25@17.75	16.50@17.50	14.75@17.00
Good	13.75@17.50	14.00@17.00	13.25@16.25	13.50@16.50	11.75@14.75
STEERS (1,100-1,800 LBS.):					
Choice	17.25@18.25	17.00@17.75	16.25@17.75	16.25@17.50	14.50@17.00
Good	13.50@17.25	13.75@17.00	13.00@16.25	12.50@16.50	11.75@14.50
STEERS (650-1,100 LBS.):					
Choice	17.25@18.25	16.75@17.75	16.25@17.75	16.00@17.50	14.25@17.00
Good	13.00@17.25	13.25@16.75	12.75@16.25	12.15@16.25	11.00@14.25
STEERS (400 LBS. UP):					
Medium	9.50@13.75	9.25@13.75	9.00@13.25	8.85@13.00	7.75@11.75
Common	7.25@ 9.50	7.50@ 9.25	6.75@ 9.00	6.75@ 9.00	6.00@ 7.75
STEERS (FED CALVES AND YEARLINGS) 750-950 LBS.:					
Choice	15.75@16.75	16.00@17.00	15.00@17.00	15.00@17.00	13.25@16.50
Good	12.00@15.75	13.00@16.00	11.50@15.00	11.50@15.00	10.50@13.25
HEIFERS (450 LBS. DOWN):					
Choice	13.50@14.50	14.00@15.00	13.25@14.75	13.25@15.00	11.50@14.25
Good	10.00@13.50	11.75@14.00	10.50@13.25	10.00@13.50	8.75@11.50
Common-med.	6.75@10.00	6.75@11.75	6.50@10.50	6.25@10.25	6.00@ 8.75
HEIFERS (450 LBS. UP):					
Choice	11.50@14.00	11.25@14.00	11.00@14.00	11.25@13.75	10.00@12.75
Good	9.50@13.25	9.25@12.00	9.00@12.25	8.85@13.00	8.35@10.00
Medium	7.75@10.00	7.75@9.25	7.00@ 9.50	6.75@ 9.50	6.25@ 8.35
COWS:					
Choice	9.50@10.50	9.25@10.25	8.75@10.00	8.85@ 9.75	8.35@ 9.75
Good	7.50@ 9.50	7.75@ 9.25	7.00@ 8.75	7.25@ 8.85	6.90@ 8.35
Common-med.	5.50@ 7.50	6.00@ 7.75	6.00@ 7.00	6.00@ 7.25	5.60@ 6.90
Low cutter and cutter.	5.00@ 6.00	4.50@ 6.00	4.60@ 6.00	4.85@ 6.00	4.50@ 6.00
BULLS (YEARLING EXC.):					
Beef Good-ch.	7.65@ 8.25	7.00@ 7.75	6.75@ 7.75	7.00@ 7.65	6.90@ 7.75
Cutter-med.	6.00@ 7.75	5.25@ 7.00	5.00@ 6.75	5.50@ 7.00	5.50@ 7.15
CALVES (500 LBS. DOWN):					
Medium-ch.	7.00@ 10.00	7.00@ 10.00	7.00@ 10.50	7.50@11.00	6.50@ 9.00
Cull-common	5.50@ 7.00	5.00@ 7.00	5.50@ 7.00	5.50@ 7.00	5.00@ 6.50
VEALERS (MILK-FED):					
Good-ch.	12.75@14.50	15.00 only	11.00@13.00	11.00@13.50	9.00@11.50
Medium	12.00@12.75	11.50@15.00	9.00@11.00	8.00@11.00	6.50@ 9.00
Cull-common	7.50@12.00	5.50@11.50	5.50@ 8.00	5.50@ 8.00	5.00@ 6.50
SLAUGHTER SHEEP AND LAMBS:					
Lambs (84 lbs. down) good-choice	13.35@14.35	13.25@14.00	12.75@13.70	12.75@13.75	12.50@13.75
Lambs (92 lbs. down) medium	12.35@13.35	12.00@13.25	12.00@12.75	11.75@12.75	11.50@12.50
Lambs (all weights) cull-common	10.50@12.35	8.50@12.00	9.75@12.00	8.25@11.76	9.00@11.50
Yearling wethers (110 lbs. down) medium-choice	10.00@12.25	8.50@11.50	8.50@10.75	8.75@11.75	8.25@10.50
Ewes (120 lbs. down) medium-choice	5.00@ 7.00	5.00@ 6.00	4.75@ 6.50	4.25@ 6.50	4.50@ 6.50
Ewes (120-150 lbs.) medium-choice	4.00@ 6.75	4.00@ 5.50	4.25@ 6.25	4.00@ 6.20	4.50@ 6.50
Ewes (all weights) cull-common	1.75@ 5.00	1.00@ 4.50	1.50@ 4.75	1.25@ 4.26	1.00@ 4.00

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ing sows are 25@50c off, selling from \$6.75@7.75.

SHEEP—Limited receipts were responsible for a stronger feeling on the fat lamb trade and closing prices are 25@35c higher than a week ago. Best fed westerns sold up to \$13.85 for the weeks' top, and the bulk of the arrivals cleared from \$13.00@13.60. Clipped offerings sold from \$11.75@11.90. Mature classes also met a good demand, and are 10@15c higher. Best slaughter ewes reached \$6.35, while bulls sold from \$6.00@6.35.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Neb., Nov. 23, 1927.

CATTLE—The market on fed steers and yearlings carried a decidedly weak undertone all through the week, but light receipts and some competition from order buyers prevented any sharp decline. Generally, choice grades held fully steady closing the week firm at the years' highest levels. While short feds show declines of around 25c, yearlings averaging 941 lbs. sold at \$17.50, a new high mark for the year. Other yearlings earned \$17.00 and \$17.25. She-stock closed weak to 25c lower; bulls fully 25c lower, and veals held steady, practical top, \$12.50.

HOGS—Expansion in receipts both locally and at outside centers, resulted in a price decline. Comparisons with week ago show values 40@60c lower. Wednesdays' bulks follow: 160-200 lb. lights, \$8.25@8.60; 200-280 lb. butchers, \$8.60@8.85; top, \$8.90; strong weight butchers scarce, packing sows, \$7.40@7.80; smooth light sows upward to \$8.00; stags, \$7.00@7.75.

SHEEP—Discrimination against weight is the outstanding feature in the fat lamb trade, and while offerings under the 90 lb. average are held close to steady, lambs over this weight, both fed woolled and clipped, are quoted as around 25c lower than a week ago. At the close of the current period bulk of the fed woolled lambs, including natives, cashed at \$13.25@13.50; top, \$13.70; extreme weight natives downward to \$12.75. Clipped lambs have cashed at \$11.00@11.50, with 80 lb. clipper upward to \$11.75. Yearlings held steady, most sales \$9.00@9.50. Fat sheep strengthened, close being 15@25c higher than a week ago. Bulk of fat ewes, \$5.75@6.35; top, \$6.50.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Nov. 23, 1927.

CATTLE—All killing classes, excepting vealers, declined this week. Compared with one week ago, steers, cows and heifers sold 25@50c lower. Low cutters 10@15c lower; bulls 25c lower. Good and choice vealers 75c higher. Tops for week: 981 lb. yearlings, \$15.50; 1,262 lb. matured steers, \$14.25; heifers, \$13.00, mostly odd lots. Bulks for week: steers, \$10.50@13.50; fat heifers, \$12.00@13.00; cows, \$6.25@7.50; low cutters, \$4.75@4.85.

HOGS—Although receipts dropped off somewhat locally, the usual Thanksgiving week dullness prevailed in hogs, and influenced also by considerably heavier runs at leading centers as a whole the market broke sharply. Shipments were curtailed to conform with a short week and big packers failed to support the market except on bad breaks, the result being that prices today stood 50@75c lower on butchers; \$1.00@1.25 lower on light lights and pigs and mostly 75c lower on packing sows. The best hogs, 200 lbs. and over, brought \$8.90@9.00 today; top, \$9.10; 180-200 lb. average, \$8.75@8.90; 160-180 lb., \$8.40@8.75; 140-150 lb., around \$8.00; good pigs, \$7.25@7.75; packing sows, \$7.50@7.75.

SHEEP—Sheep and lambs are little changed for the week. Bulk of native lambs have sold from \$13.65@13.75; top, \$13.90 to packers, \$14.00 to outsiders. Culls mostly \$9.00; best fed yearlings, \$11.25; fat ewes, \$5.00@6.00.

ST. PAUL.

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

South St. Paul, Minn., Nov. 22.

CATTLE—Reflecting conditions at outside markets, the local cattle market broke sharply late Monday and today, the average downturn for the period being fully 25 to 30 points as much as 50c on all killing classes. Quality of the run has been plain and mostly of grass fat origin.

Top range steers in carlots reached \$12.00, bulk going at \$9.00@11.00, less attractive kinds on down to \$8.00 and below. Steer stock sold mostly at \$6.00@7.25 for cows, and at \$7.00@8.50 for heifers, specialties reaching \$9.00 on cows to \$10.50 on heifers. Cutters sold at \$4.50@5.50, with bulls largely \$6.75 and down. Vealers

are selling at \$11.25 mostly, or at 25c under a week earlier.

HOGS—Another decline in the hog market placed prices mostly 50@75c under those of a week ago on butchers, with packing sows 25@50c lower; pigs mostly \$1.00 lower. Recent markets saw better 170 to around 260 lb. averages selling at \$8.00@8.50, with bulk of the light lights at \$7.50, most packing sows and pigs clearing at the same money.

SHEEP—Compared with a week ago, the lamb market is steady to 25c higher, with sheep on about the same basis, while feeding lambs are mostly steady. Bulk of the fat lambs sold recently at \$13.25, with a few choice kinds at \$13.50, some bucky lambs around \$12.25.

Heavy lambs cleared around \$11.50, with cull and common mostly \$9.00@10.50, some light inferior lambs down to \$5.00. Bulk of the fat ewes brought \$5.00@6.25, culls mostly \$2.00@3.50. Range feeding lambs sold mostly at \$12.00@13.00.

ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Nov. 23, 1927.

CATTLE—Cattle values showed some pre-holiday weakness, and a steady to 25c lower schedule was noted from last Thursday, the loss accruing to inbetween grades in most instances. Long yearlings scored the highest mark since 1920, as local packers paid \$17.25 for two loads that averaged 1,056 lbs. this week. A load of 1,438 lb. bullocks made \$15.75, sales above \$14.00 were scarce. The bulk offerings were on the short fed order that went at \$11.25@13.60. A sprinkling of warmed-up lightweights sold at \$10.75 downward. Fat she stock found a more reliable demand, and finished steady to strong in most instances. A load of choice 990 lb. heifers topped at \$14.00, with most heifers below \$12.00. Beef cows bulked at \$6.25@7.75, and a few drylot offerings scored \$9.50 and above.

HOGS—Prices trended lower during the week, due to the customary pre-holiday dullness. Although the downward movement was somewhat offset by a show of strength later, butchers finished 25@50c lower than last Thursday, and packing sows were fully 25c off. Choice 230-260 lb. offerings continued to top and sold late up to \$8.90. The closing bulk of 210-300 lb. butchers cleared at \$8.60@8.85. A few weightier kinds ranged down

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to \$8.35. Most 160-200 lb. averages cashed at \$8.25@8.50 and light lights bulked late at \$7.75@8.15. The majority of packing sows moved today at \$7.25@7.75, with smooth light sows up to \$8.00.

SHEEP—Little net change occurred in lamb and sheep values. The late top was made by 91 lb. fed western lambs at \$13.60. Choice 80 lb. Colorado woolskins early reached \$13.85. The late bulk of range and fed woolly comebacks moved at \$13.35@13.60. Native lambs topped at \$13.25 at the close, and fed clipped lambs sold at \$11.60@12.00. Top fat ewes made \$6.75.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Nov. 23, 1927.

CATTLE—Cattle receipts for the week held up well for the season about 11,000 head being received the first three days of the week. The shipment from the range is falling off, but shorted cattle are arriving and meeting a good demand. This class is 25c lower than a week ago. Shorted steers are selling as high as \$14.50, and heifers of the same class at \$12.00. Prime finished yearlings sold up to \$17.50, a record price for seven years. Finished cows are selling at the high point of the season, sales being recorded up to \$10.25. Veals rule steady at a spread of \$7.00@11.50.

HOGS—Hogs showed a slight advance after a break earlier in the week. The top today was \$8.80 for heavy butchers, with the bulk of the medium and heavy butchers selling at \$8.50@8.75, light butchers went at \$8.40@8.65, light lights at \$8.00@8.40. Sows sold at \$7.25@7.75, with rough and throwouts down to \$7.00. Receipts in the hog division have shown an increase indicating the first movement of the spring crop is under way.

SHEEP—Movement of fed lambs to the market for the past week show a 50 per cent increase. The market is 25@50c lower for the week. Best lambs cashed today at \$13.40, with ewes up to \$6.50.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Nov. 19, 1927.

CATTLE.			
	Week ending Nov. 19.	Prev. week.	Cor. week.
Chicago	28,057	27,868	37,452
Kansas City	27,929	29,480	29,385
Omaha	19,149	18,034	23,613
East St. Louis	14,807	14,472	15,965
St. Joseph	9,280	8,668	9,110
Sioux City	7,459	6,763	9,910
Fort Worth	10,158	8,899	10,158
Philadelphia	1,767	1,778	2,369
Indianapolis	6,023	5,072	5,761
Boston	3,808	1,614	2,157
New York and Jersey City	9,326	9,598	9,677
Oklahoma City	6,257	6,744	4,646
Total	132,529	140,000	159,822

HOGS.			
	Week ending Nov. 19.	Prev. week.	Cor. week.
Chicago	154,000	115,800	100,100
Kansas City	22,252	20,256	33,009
Omaha	25,788	22,037	21,120
East St. Louis	38,308	32,087	26,722
St. Joseph	27,395	23,611	29,170
Sioux City	19,033	14,300	14,717
Fort Worth	4,386	3,961	4,449
Philadelphia	19,484	19,378	19,449
Indianapolis	47,991	33,414	24,536
Boston	11,449	7,800	13,141
New York and Jersey City	55,724	52,351	53,705
Oklahoma City	4,726	3,547	4,962
Total	427,810	349,042	356,999

SHEEP.			
	Week ending Nov. 19.	Prev. week.	Cor. week.
Chicago	46,024	52,417	40,679
Kansas City	10,125	10,967	17,186
Omaha	22,385	22,142	22,355
East St. Louis	6,775	5,836	5,585
St. Joseph	15,718	18,980	12,055
Sioux City	14,084	11,255	6,064
Fort Worth	2,323	2,305	—
Philadelphia	6,752	5,159	7,305
Indianapolis	2,605	4,002	834
Boston	6,029	5,303	6,301
New York and Jersey City	64,983	63,508	50,518
Oklahoma City	175	186	200
Total	196,075	207,548	105,681

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Nov. 19, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,185	13,100	16,205
Swift & Co.	5,917	13,300	16,642
Morris & Co.	3,403	20,100	6,930
Wilson & Co.	6,483	12,700	6,847
Anglo-Amer. Prov. Co.	1,631	4,900	—
G. H. Hammond Co.	3,107	7,200	—
Libby, McNeil & Libby	1,971	—	—
Brennan Packing Co.	6,900	hogs	—
Independent Packing Co.	4,182	868	3,956
Boyd, Lunham & Co.	513	—	—
Provision Co.	3,064	634	3,812
Fowler Pkg. Co.	5,124	2,247	1,007
Wilson & Co.	4,976	695	4,351
Local butchers	783	201	90
Total	22,502	5,427	23,252

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,800	782	5,151	1,711
Cudahy Pkg. Co.	4,182	868	3,956	3,109
Fowler Pkg. Co.	513	—	—	—
Morris & Co.	3,064	634	3,812	1,007
Swift & Co.	5,124	2,247	1,759	2,647
Wilson & Co.	4,976	695	4,351	1,323
Local butchers	783	201	90	90
Total	19,426	5,465	23,205	—

OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	4,150	6,327	5,679
Cudahy Pkg. Co.	5,016	6,113	6,633
Dold Pkg. Co.	744	5,153	—
Morris & Co.	2,259	2,918	2,632
Swift & Co.	6,027	4,969	8,261
Eagle Pkg. Co.	23	—	—
M. Glassburg	3	—	—
Glaser, Prov. Co.	13	—	—
Hoffman Bros.	55	—	—
Maytowich & Vall.	31	—	—
Omaha Pkg. Co.	50	—	—
J. Rife Pkg. Co.	12	—	—
J. Both & Sons	96	—	—
So. Omaha Pkg. Co.	65	—	—
Lincoln Pkg. Co.	511	—	—
Morrell Pkg. Co.	—	—	—
Nagle Pkg. Co.	22	—	—
Sinclair Pkg. Co.	132	—	—
Wilson & Co.	217	—	—
Kennett Murray Co.	—	1,050	—
J. W. Murphy	—	1,142	—
Other buyers	—	7,793	—
Total	10,716	2,332	32,050

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,359	1,300	6,970	1,271
Swift & Co.	3,273	2,477	8,326	2,647
Morris & Co.	2,785	483	3,899	971
East Side Pkg. Co.	1,602	56	6,484	—
All others	4,788	1,180	12,629	1,886
Total	14,397	5,492	38,308	6,775

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,043	1,015	13,677	10,478
Armour & Co.	2,169	318	6,860	3,416
Morris & Co.	2,216	387	6,688	1,854
Others	2,288	612	4,825	3,739
Total	10,716	2,332	32,050	19,487

SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,656	235	8,250	4,822
Armour & Co.	2,536	267	7,836	5,794
Swift & Co.	1,809	233	4,436	3,880
Sacks Pkg. Co.	30	—	—	—
Smith Bros.	25	13	105	—
Local butchers	87	10	—	—
Order Buyers	1,817	41	5,427	852
Total	8,960	799	26,054	15,348

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,056	579	2,054	108
Wilson & Co.	2,901	877	2,041	67
Other butchers	54	—	681	—
Total	5,101	1,156	4,726	175

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,520	5,560	19,613	818
Swift & Co., Chicago	—	—	—	480
U. D. B. Co., New York	72	—	—	—
The Layton Co.	—	—	664	—
R. Gunz & Co.	198	—	87	26
Armour & Co., Milwaukee	829	2,902	—	—
Armour & Co., Chicago	482	—	—	—
Bimber & Co., Jersey	—	—	—	—
City	203	202	401	—
Butchers	203	111	239	—
Traders	416	89	20	16
Total	4,810	8,762	20,866	1,579

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	5,658	4,157	29,727	9,709
Cudahy Pkg. Co.	574	1,663	—	—
Hertz Bros.	179	33	—	—
Swift & Co.	8,313	6,255	45,908	14,103
United Pkg. Co.	1,639	219	—	375
Others	1,466	—	19,693	375
Total	17,829	12,367	95,388	24,190

WICHITA.

	Cattle.	
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HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—There was a fair movement in the Chicago packer hide market during the week, mostly at steady prices. However, in trading at the end of last week, heavy native steers and butt brands moved up $\frac{1}{2}$ c, to sell on a par with the New York market. Killers have been trying for a $\frac{1}{2}$ c advance, especially on cows, but fair trading just before the holiday indicated a steady market, although now in a better sold condition.

Estimates of the trading vary, some of the movement being confidential, but the total for the period was considered around 80,000, including some 50,000 at the end of last week, generally October-November take-off.

Spready native steers, it develops, sold quietly here about a week back at $25\frac{1}{2}$ c for 3,000. About 6,000 heavy native steers sold early at $24\frac{1}{2}$ c and further sales were made later on the same basis. For extreme native steers $22\frac{1}{2}$ c was paid last week.

Three packers moved around 5,800 butt brands at the close of last week at $23\frac{1}{2}$ c, with further trading later on the same basis. The same group moved about 9,800 Colorados late last week at 23c. Further trading later was on the same basis. About 2,000 heavy Texas steers sold at $23\frac{1}{2}$ c. For light Texas steers, $22\frac{1}{2}$ c is bid and 23c asked. Extreme light Texas steers are quoted with branded cows at 21c.

Heavy native cows moved at $22\frac{1}{2}$ c and are steady. About 6,500 light cows were sold by two packers at the end of last week at $21\frac{1}{2}$ c, steady. Further trading the middle of this week was at the same figure. About 31,000 branded cows moved late last week at 21c, steady, and further sales the middle of this week were on the same basis.

For native bulls 18c is asked. A small lot of southern branded bulls moved late last week at 17c. Northerns are quoted nominally at $16\frac{1}{2}$ c.

SMALL PACKER HIDES—There is nothing new in the local small packer hide market, November hides having been fairly well cleaned up previously, with most of the trading at $21\frac{1}{2}$ c for all-weight native steers and cows and $20\frac{1}{2}$ c for branded. One lot of branded moved at 21c. One killer with unsold November branded hides has declined a bid of 21c and is asking $21\frac{1}{2}$ c. A local packer moved 600 November bulls at 17c for natives and 16c for branded. A bid of \$1.60 is reported for small packer regular slunks. Hairless sold at \$1.00.

COUNTRY HIDES—Country hides are steady, with little change in prices. For good all-weights are generally paid 19c, selected, delivered. For heavy steers and cows 18c was paid and $18\frac{1}{2}$ c is asked. There is a strong demand for buff weights at 19c, and some dealers are reporting $19\frac{1}{2}$ c paid. Extremes are steady, with choice $25/45$ lb. 21@ $21\frac{1}{2}$ c asked, ranging down to $20\frac{1}{2}$ c for $25/50$ lb. weights. Bulls $13\frac{1}{2}$ @ 14 c, selected, asked. All-weight branded are quoted at $16\frac{1}{2}$ @ 17 c, Chicago freight.

CALFSKINS—Packer calfskins are quiet but steady. Last trading in a fair way on October skins was at 27c. This figure is now bid and 28c asked. However, some small lots are reported to have brought a shade better than 27c.

For first salted Chicago city calfskins 25c was paid last. This figure has since been bid and declined for more sellers are asking up to 26c. Outside cities are

quoted around 24@25c asked. There is trading in resalted lots at 21@23c, selected. Mixed cities and countries range down to $21\frac{1}{2}$ @22c.

KIPSKINS—One packer moved October kip this week in quiet way. The details are not yet confirmed. Previously, kips were offered at 26c for natives and over-weights and 24c for branded, with last confirmed trading at 26c for natives and $25\frac{1}{2}$ c for over-weights.

For first salted Chicago city kips 24c was last paid. Outside city kips are quoted around 23c. There was some trading in resalted lots at prices ranging down to 21c. Mixed cities and countries are quoted around 21c.

Demand for slunks has quieted to a considerable extent. Packer regular slunks are offered at \$1.75 and might possibly be bought under this figure. Buyer's ideas are around \$1.50. Hairless are quoted around \$1.05, with No. 2's at half price.

HORSEHIDES—The market is firm, with choice renderers with full heads and shanks held up to \$8.00 and ranging down to 6.50 for ordinary mixed lots.

SHEEPSKINS—Dry pelts are quoted at 25@28c per lb., according to section. Packer shearlings are quiet at this season. A part car, about 900 skins, moved at \$1.15. This price is about steady for that selection. Another packer is offering a car at \$1.20, including a fair number of No. 1's. Pickled skins are firm and fairly well sold up locally to the end of the month. They are quoted at \$9.50 per doz., straight run of packer lambs. Last trading in blind ribby lambs was at \$9.75, and ribbies at \$8.50 at Chicago. These are sold ahead to Dec. 10. New York market is firm, with a fairly good demand. Prices are quoted nominally at \$9.50@9.75 for straight run of city lambs. Pickled sheepskins also sold ahead, locally, with \$11.00 last paid for blind ribbies and \$9.50 for ribbies, at Chicago. Packer wool lambs are quoted at \$2.90 this week at Chicago.

PIGSKINS—Sales of five cars of No. 1 pigskin strips is reported at 9c, f. o. b. Chicago. Last previous trading was at $8\frac{1}{2}$ c. Gelatine stocks are quiet and priced nominally at $4\frac{1}{4}$ @ $4\frac{3}{4}$ c.

New York.

PACKER HIDES—The packer hide market is now fairly well cleaned up for November. Late last week November native steers moved at $24\frac{1}{2}$ c. One Jersey City packer sold 2,600 November hides, at $24\frac{1}{2}$ c for native steers, $23\frac{1}{2}$ c for butts and 23c for Colorados, all steady with last week's trading. Spready native steers are quoted at 25@ $25\frac{1}{2}$ c; native bulls, 18c. One car is offered on this basis.

COUNTRY HIDES—The country hide market is steady to firm. There appears to be a good demand for all-weights which are generally quoted at 19c to a shade better. Some trading is going on. For mid-west and Pennsylvania buffs $19\frac{1}{2}$ c generally asked. For mid-west extremes, 25/45, 21@ $21\frac{1}{2}$ c is asked; for 25/50 lb., $20\frac{1}{2}$ @21c is asked.

CALFSKINS—The market appears firmly established on city calfskins. The 5-7's are generally held at \$2.25; 7-9's, at \$2.60, and 9-12's at \$3.55. The 12-17 lb. veal kips sold last at \$4.00; 17-lb. and up are quoted at \$5.50.

What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Nov. 19, 1927, 4,331,000 lbs.; previous week, 3,921,000 lbs.; same week, 1926, 4,248,000 lbs.; from Jan. 1 to Nov. 19, 197,694,000 lbs.; same period, 1926, 164,729,000 lbs.

Shipments of hides from Chicago for the week ending Nov. 19, 1927, 5,434,000 lbs.; previous week, 4,858,000 lbs.; same week, 1926, 5,353,000 lbs.; from Jan. 1 to Nov. 19, 228,064,000 lbs.; same period, 1926, 235,975,000 lbs.

BRITISH BACON IMPORTS.

Total imports of bacon into Great Britain during October, at 85,456,000 pounds, were second in volume only to those of June, 1927, when 88,256,000 pounds were imported. According to preliminary information made public by the U. S. Bureau of Agricultural Economics, takings from all sources exceeded those of the preceding month. Ham imports, however, declined 1,120,000 lbs. from the September level, to 7,728,000 lbs., but exceeded those of last year. Lard imports, at 17,360,000 lbs. were 5,000,000 lbs. and 4,209,000 lbs. below imports for October 1927 and 1926, respectively.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Nov. 26, 1927, with comparisons, are reported as follows:

PACKER HIDES.

Week ending Nov. 26, '27. Week ending Nov. 19, '27. Cor. week, Nov. 26, '27. Nov. 19, '27. 1926.

Spready native steers	6@25 $\frac{1}{2}$	25	@25 $\frac{1}{2}$ lb	16 @16 $\frac{1}{2}$
Heavy native steers	6@24 $\frac{1}{2}$	24b	@24 $\frac{1}{2}$ ax	@15
Heavy Texas steers	6@23 $\frac{1}{2}$		@23 $\frac{1}{2}$	@14
Heavy butt branded steers	6@23 $\frac{1}{2}$	23b	@23 $\frac{1}{2}$ ax	@14
Heavy Colorado steers	6@23		@23	@13 $\frac{1}{2}$
Ex-light Texas steers	6@21		@21 $\frac{1}{2}$ ax	@12 $\frac{1}{2}$
Branded cows	6@21		@21 $\frac{1}{2}$ ax	@12 $\frac{1}{2}$
Heavy native cows	6@22 $\frac{1}{2}$		@22 $\frac{1}{2}$	@13 $\frac{1}{2}$
Light native cows	6@21 $\frac{1}{2}$	21 $\frac{1}{2}$	@22ax	@13 $\frac{1}{2}$
Native bulls	6@19ax	17 $\frac{1}{2}$	@18	10 @10 $\frac{1}{2}$
Branded bulls	10 $\frac{1}{2}$ @21	16	@16 $\frac{1}{2}$ lb	8 @9 $\frac{1}{2}$
Calfskins	6@28ax		@28ax	@18 $\frac{1}{2}$
Kips	6@28ax		@28ax	17 $\frac{1}{2}$ @17 $\frac{1}{2}$
Kips, overwt.	6@28ax		@28ax	15 $\frac{1}{2}$ @16 $\frac{1}{2}$
Kips, branded	6@24ax		@24ax	13 $\frac{1}{2}$ @14
Stunks, regular	1.50@1.75ax	1.50b@1.75ax	@1.25	
Stunks, hairless	6@1.05ax		@1.05ax	@.85

Light, Native, Butts, Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

Week ending Nov. 26, '27. Week ending Nov. 19, '27. Cor. week, Nov. 26, '27. Nov. 19, '27. 1926.

Natives, all weights	6@21 $\frac{1}{2}$	21 $\frac{1}{2}$	@22n	@13
Branded bulls	6@21		@21b	@12 $\frac{1}{2}$
Bulls, native	6@17		@17 $\frac{1}{2}$ ax	9 @9 $\frac{1}{2}$
Branded bulls	6@16	15	@15 $\frac{1}{2}$ an	7 @7 $\frac{1}{2}$
Calfskins	6@25		@25	@17 $\frac{1}{2}$
Kips	6@24		@24ax	16 $\frac{1}{2}$ @16 $\frac{1}{2}$
Stunks, regular	6@1.60n	1.50@1.60n		@1.10n
No. 1	90 @1.00n	80	@95	@60n

COUNTRY HIDES.

Week ending Nov. 26, '27. Week ending Nov. 19, '27. Cor. week, Nov. 26, '27. Nov. 19, '27. 1926.

Heavy steers	6@18		@18	10 @10 $\frac{1}{2}$
Heavy cows	6@18		@18	9 $\frac{1}{2}$ @9 $\frac{1}{2}$
Buffys	19 @19 $\frac{1}{2}$	19	@19 $\frac{1}{2}$	10 $\frac{1}{2}$ @11
Extremes	20 $\frac{1}{2}$ @21 $\frac{1}{2}$ ax	20 $\frac{1}{2}$ @21 $\frac{1}{2}$ ax	12 $\frac{1}{2}$ @12 $\frac{1}{2}$	14
Bulls	13 $\frac{1}{2}$ @1ax	13 $\frac{1}{2}$ @1ax	13 $\frac{1}{2}$ @14ax	13 $\frac{1}{2}$ @13 $\frac{1}{2}$
Calfskins	20 @21		@20n	13 $\frac{1}{2}$ @13 $\frac{1}{2}$
Kips	19 $\frac{1}{2}$ @20n	19 $\frac{1}{2}$ @20n	@20n	13 $\frac{1}{2}$ @14
Light calf	1.30@1.50	1.25@1.35		@1.00
Deacons	1.25@1.40	1.25@1.35	@1.00	@1.00
Stunks, regular	.75 @1.00	.75	@1.00n	60 @70
Stunks, hairless	.60 @8.00ax	20 @30n	15 @25	20 @25
Horsehides	6.50@2.50	6.50@2.75	4.00@3.5	2.50 @4.50
Hogskins	.70 @75		@75	25 @45

SHEEPSKINS.

Week ending Nov. 26, '27. Week ending Nov. 19, '27. Cor. week, Nov. 26, '27. Nov. 19, '27. 1926.

Packer lambs	2.00@2.50	2.00@2.50	1.50@2.25	
Pkrs. shearlings	1.15@1.20	1.15@1.25	1.17@1.30	
Dry pelts	.25 @28	25 @28	22 @24	

GEO.H.ELLIOTT & Co.

BROKERS

PACKER HIDES AND SKINS

Offerings Solicited

130 North Wells St. Chicago, Ill.

to \$8.35. Most 160-200 lb. averages cashed at \$8.25@\$8.50 and light lights bulked late at \$7.75@\$8.15. The majority of packing sows moved today at \$7.25@\$7.75, with smooth light sows up to \$8.00.

SHEEP—Little net change occurred in lamb and sheep values. The late top was made by 91 lb. fed western lambs at \$13.60. Choice 80 lb. Colorado woolskins early reached \$13.85. The late bulk of range and fed woolly comebacks moved at \$13.35@\$13.60. Native lambs topped at \$13.25 at the close, and fed clipped lambs sold at \$11.60@\$12.00. Top fat ewes made \$6.75.

SIoux CITY.

(Special Letter to The National Provisioner.)
Sioux City, Ia., Nov. 23, 1927.

CATTLE—Cattle receipts for the week held up well for the season about 11,000 head being received the first three days of the week. The shipment from the range is falling off, but shorted cattle are arriving and meeting a good demand. This class is 25c lower than a week ago. Shorted steers are selling as high as \$14.50, and heifers of the same class at \$12.00. Prime finished yearlings sold up to \$17.50, a record price for seven years. Finished cows are selling at the high point of the season, sales being recorded up to \$10.25. Veals rule steady at a spread of \$7.00@\$11.50.

HOGS—Hogs showed a slight advance after a break earlier in the week. The top today was \$8.80 for heavy butchers, with the bulk of the medium and heavy butchers selling at \$8.50@\$8.75, light butchers went at \$8.40@\$8.65, light lights at \$8.00@\$8.40. Sows sold at \$7.25@\$7.75, with rough and throwouts down to \$7.00. Receipts in the hog division have shown an increase indicating the first movement of the spring crop is under way.

SHEEP—Movement of fed lambs to the market for the past week show a 50 per cent increase. The market is 25@50c lower for the week. Best lambs cashed today at \$13.40, with ewes up to \$6.50.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Nov. 19, 1927.

	CATTLE.		
	Week ending Nov. 19.	Prev. week.	Cor. week.
Chicago	28,697	27,868	37,452
Kansas City	27,929	29,480	26,385
Omaha	19,149	18,034	23,613
East St. Louis	14,807	14,472	15,965
St. Joseph	9,280	8,668	9,171
Sioux City	7,459	6,763	9,916
Fort Worth	10,518	8,589	
Philadelphia	1,767	1,778	2,369
Indianapolis	6,053	5,072	5,761
Boston	1,805	1,614	2,157
New York and Jersey City	9,326	9,598	9,677
Oklahoma City	6,257	6,744	4,646
Total	132,529	140,600	159,822

	HOGS.		
Chicago	154,000	115,800	100,100
Kansas City	22,252	20,256	33,000
Omaha	25,788	22,037	21,120
East St. Louis	38,505	32,087	26,722
St. Joseph	27,395	23,611	29,170
Sioux City	19,693	14,309	14,717
Fort Worth	4,386	3,961	
Philadelphia	19,484	19,378	19,446
Indianapolis	47,901	33,414	24,536
Boston	11,449	7,866	13,141
New York and Jersey City	55,724	52,351	53,705
Oklahoma City	4,726	3,547	2,962
Total	427,810	340,042	356,990

	SHEEP.		
Chicago	46,624	52,417	40,679
Kansas City	10,135	10,967	17,186
Omaha	22,482	22,142	22,505
East St. Louis	6,775	8,836	5,585
St. Joseph	15,744	18,980	12,035
Sioux City	14,084	13,723	6,064
Fort Worth	2,822	2,069	
Philadelphia	6,150	7,405	
Indianapolis	2,605	4,002	834
Boston	6,029	5,303	6,301
New York and Jersey City	64,983	63,508	50,518
Oklahoma City	175	186	200
Total	196,075	207,548	165,681

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Nov. 19, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	6,185	13,100	16,205
Swift & Co.	5,917	13,300	16,642
Morris & Co.	3,403	20,100	6,930
Wilson & Co.	6,483	12,700	6,847
Anglo-Amer. Prov. Co.	1,631	4,900	
G. H. Hammond Co.	3,107	7,200	
Libby, McNeill & Libby	1,971		
Brennan Packing Co.	6,900	hogs	
Miller & Hart, 7,200 hogs			
Independent Packing Co.	6,100	hogs	
Boyd, Lunham & Co.	5,900	hogs	
Western Packing & Provision Co.	10,400	hogs	
Agar Packing Co.	52,000	hogs	
Others	34,000	hogs	

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Armour & Co.	3,860	782	5,151
Cudahy Pkg. Co.	4,182	868	3,956
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Local butchers	783	201	693	90

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,860	782	5,151	1,711
Cudahy Pkg. Co.	4,182	868	3,956	3,169
Fowler Pkg. Co.	1,113			
Morris & Co.	3,094		3,012	1,061
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HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—There was a fair movement in the Chicago packer hide market during the week, mostly at steady prices. However, in trading at the end of last week, heavy native steers and butt brands moved up $\frac{1}{2}$ c, to sell on a par with the New York market. Killers have been trying for a $\frac{1}{2}$ c advance, especially on cows, but fair trading just before the holiday indicated a steady market, although now in a better sold condition.

Estimates of the trading vary, some of the movement being confidential, but the total for the period was considered around 80,000, including some 50,000 at the end of last week, generally October-November take-off.

Spready native steers, it develops, sold quietly here about a week back at 25 $\frac{1}{2}$ c for 3,000. About 6,000 heavy native steers sold early at 24 $\frac{1}{2}$ c and further sales were made later on the same basis. For extreme native steers 22 $\frac{1}{2}$ c was paid last week.

Three packers moved around 5,800 butt brands at the close of last week at 23 $\frac{1}{2}$ c, with further trading later on the same basis. The same group moved about 9,800 Colorados late last week at 23c. Further trading later was on the same basis. About 2,000 heavy Texas steers sold at 23 $\frac{1}{2}$ c. For light Texas steers, 22 $\frac{1}{2}$ c is bid and 23c asked. Extreme light Texas steers are quoted with branded cows at 21c.

Heavy native cows moved at 22 $\frac{1}{2}$ c and are steady. About 6,500 light cows were sold by two packers at the end of last week at 21 $\frac{1}{2}$ c, steady. Further trading the middle of this week was at the same figure. About 31,000 branded cows moved late last week at 21c, steady, and further sales the middle of this week were on the same basis.

For native bulls 18c is asked. A small lot of southern branded bulls moved late last week at 17c. Northerns are quoted nominally at 16 $\frac{1}{2}$ c.

SMALL PACKER HIDES—There is nothing new in the local small packer hide market, November hides having been fairly well cleaned up previously, with most of the trading at 21 $\frac{1}{2}$ c for all-weight native steers and cows and 20 $\frac{1}{2}$ c for branded. One lot of branded moved at 21c. One killer with unsold November branded hides has declined a bid of 21c and is asking 21 $\frac{1}{2}$ c. A local packer moved 600 November bulls at 17c for natives and 16c for branded. A bid of \$1.60 is reported for small packer regular slunks. Hairless sold at \$1.00.

COUNTRY HIDES—Country hides are steady, with little change in prices. For good all-weights are generally paid 19c, selected, delivered. For heavy steers and cows 18c was paid and 18 $\frac{1}{2}$ c is asked. There is a strong demand for buff weights at 19c, and some dealers are reporting 19 $\frac{1}{2}$ c paid. Extremes are steady, with choice 25/45 lb. 21 $\frac{1}{2}$ c asked, ranging down to 20 $\frac{1}{2}$ c for 25/50 lb. weights. Bulls 13 $\frac{1}{2}$ @14c, selected, asked. All-weight branded are quoted at 16 $\frac{1}{2}$ @17c, Chicago freight.

CALFSKINS—Packer calfskins are quiet but steady. Last trading in a fair way on October skins was at 27c. This figure is now bid and 28c asked. However, some small lots are reported to have brought a shade better than 27c.

For first salted Chicago city calfskins 25c was paid last. This figure has since been bid and declined for more sellers are asking up to 26c. Outside cities are

quoted around 24@25c asked. There is trading in resalted lots at 21@23c, selected. Mixed cities and countries range down to 21 $\frac{1}{2}$ @22c.

KIPSKINS—One packer moved October kip this week in quiet way. The details are not yet confirmed. Previously, kips were offered at 26c for natives and over-weights and 24c for branded, with last confirmed trading at 26c for natives and 25 $\frac{1}{2}$ c for over-weights.

For first salted Chicago city kips 24c was last paid. Outside city kips are quoted around 23c. There was some trading in resalted lots at prices ranging down to 21c. Mixed cities and countries are quoted around 21c.

Demand for slunks has quieted to a considerable extent. Packer regular slunks are offered at \$1.75 and might possibly be bought under this figure. Buyer's ideas are around \$1.50. Hairless are quoted around \$1.05, with No. 2's at half price.

HORSEHIDES—The market is firm, with choice renderers with full heads and shanks held up to \$8.00 and ranging down to \$6.50 for ordinary mixed lots.

SHEEPSKINS—Dry pelts are quoted at 25@28c per lb., according to section. Packer shearlings are quiet at this season. A part car, about 900 skins, moved at \$1.15. This price is about steady for that selection. Another packer is offering a car at \$1.20, including a fair number of No. 1's. Pickled skins are firm and fairly well sold up locally to the end of the month. They are quoted at \$9.50 per doz., straight run of packer lambs. Last trading in blind ribby lambs was at \$9.75, and ribbies at \$8.50 at Chicago. These are sold ahead to Dec. 10. New York market is firm, with a fairly good demand. Prices are quoted nominally at \$9.50@9.75 for straight run of city lambs. Pickled sheepskins also sold ahead, locally, with \$11.00 last paid for blind ribbies and \$9.50 for ribbies, at Chicago. Packer wool lambs are quoted at \$2.90 this week at Chicago.

PIGSKINS—Sales of five cars of No. 1 pigskin strips is reported at 9c, f. o. b. Chicago. Last previous trading was at 8 $\frac{1}{2}$ c. Gelatine stocks are quiet and priced nominally at 4 $\frac{1}{4}$ @4 $\frac{1}{2}$ c.

New York.

PACKER HIDES—The packer hide market is now fairly well cleaned up for November. Late last week November native steers moved at 24 $\frac{1}{2}$ c. One Jersey City packer sold 2,600 November hides, at 24 $\frac{1}{2}$ c for native steers, 23 $\frac{1}{2}$ c for butts and 23c for Colorados, all steady with last week's trading. Spready native steers are quoted at 25@25 $\frac{1}{2}$ c; native bulls, 18c. One car is offered on this basis.

COUNTRY HIDES—The country hide market is steady to firm. There appears to be a good demand for all-weights which are generally quoted at 19c to a shade better. Some trading is going on. For mid-west and Pennsylvania buffs 19 $\frac{1}{2}$ c generally asked. For mid-west extremes, 25/45, 21 $\frac{1}{2}$ c is asked; for 25/50 lb. 20 $\frac{1}{2}$ @21c is asked.

CALFSKINS—The market appears firmly established on city calfskins. The 5-7's are generally held at \$2.25; 7-9's, at \$2.60, and 9-12's at \$3.55. The 12-17 lb. veal kips sold last at \$4.00; 17-lb. and up are quoted at \$5.50.

◆◆◆
What are the temperature requirements in the hide cellar? How do temperatures affect shrinkage? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Nov. 19, 1927, 4,331,000 lbs.; previous week, 3,921,000 lbs.; same week, 1926, 4,248,000 lbs.; from Jan. 1 to Nov. 19, 197,694,000 lbs.; same period, 1926, 164,729,000 lbs.

Shipments of hides from Chicago for the week ending Nov. 19, 1927, 5,434,000 lbs.; previous week, 4,858,000 lbs.; same week, 1926, 5,353,000 lbs.; from Jan. 1 to Nov. 19, 228,064,000 lbs.; same period, 1926, 235,975,000 lbs.

BRITISH BACON IMPORTS.

Total imports of bacon into Great Britain during October, at 85,456,000 pounds, were second in volume only to those of June, 1927, when 88,256,000 pounds were imported. According to preliminary information made public by the U. S. Bureau of Agricultural Economics, takings from all sources exceeded those of the preceding month. Ham imports, however, declined 1,120,000 lbs. from the September level, to 7,728,000 lbs., but exceeded those of last year. Lard imports, at 17,360,000 lbs. were 5,000,000 lbs. and 4,209,000 lbs. below imports for October 1927 and 1926, respectively.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Nov. 26, 1927, with comparisons, are reported as follows:

	Week ending Nov. 25, '27.	Week ending Nov. 19, '27.	Cor. week, Nov. 26, '27.
Spready native steers	6@25 $\frac{1}{2}$	25 @25 $\frac{1}{2}$ ln	16 @16 $\frac{1}{2}$
Heavy native steers	6@24 $\frac{1}{2}$	24b @24 $\frac{1}{2}$ ax	15
Heavy Texas steers	6@23 $\frac{1}{2}$	@23 $\frac{1}{2}$	14
Heavy butt branded steers	6@23 $\frac{1}{2}$	23b @23 $\frac{1}{2}$ ax	14
Heavy Colorado steers	6@23	@23	13 $\frac{1}{2}$
Ex-light Texas steers	6@21	@21 $\frac{1}{2}$ ax	12 $\frac{1}{2}$
Branded cows	6@21	@21 $\frac{1}{2}$ ax	12 $\frac{1}{2}$
Heavy native cows	6@22 $\frac{1}{2}$	@22 $\frac{1}{2}$	13 $\frac{1}{2}$
Light native cows	6@21 $\frac{1}{2}$	21 $\frac{1}{2}$ @22ax	13 $\frac{1}{2}$
Native bulls	6@18x	17 $\frac{1}{2}$ @18x	10 @10 $\frac{1}{2}$
Branded bulls	16 $\frac{1}{2}$ @17	16 @10 $\frac{1}{2}$ x	9 @9 $\frac{1}{2}$
Calfskins	6@27b	6@28ax	18 @18 $\frac{1}{2}$
Kips	6@26ax	6@28ax	17 $\frac{1}{2}$ @17 $\frac{1}{2}$
Kips, overw't	6@26ax	6@28ax	15 $\frac{1}{2}$ @16
Kips, branded	6@24ax	6@24ax	13 $\frac{1}{2}$ @14
Stunks, regular	1.50b@1.75ax	1.50b@1.75ax	1.25
Stunks, hairless	6@1.05ax	@1.05ax	.85
Light, Native, Butts, Colorado steers 1c per lb. less than heavies.			

	City AND SMALL PACKERS.
	Week ending Week ending Cor. week, Nov. 26, '27. Nov. 19, '27. 1926.
Natives, all weights	6@21 $\frac{1}{2}$ 21 $\frac{1}{2}$ @22n @13
Branded hds.	6@21 @21b @12 $\frac{1}{2}$
Bulls, native	6@17 @17 $\frac{1}{2}$ ax 9 @9 $\frac{1}{2}$
Branded bulls	15 @15 $\frac{1}{2}$ n 7 @7 $\frac{1}{2}$
Calfskins	6@25 @25 @17 $\frac{1}{2}$
Kips	6@24 @24ax 18 $\frac{1}{2}$ @16 $\frac{1}{2}$
Stunks, regular	6@1.60n 1.50@1.00 @1.10n
No. 1	90 6@1.00n 80 @95 @60n

	COUNTRY HIDES.
	Week ending Week ending Cor. week, Nov. 26, '27. Nov. 19, '27. 1926.
Heavy steers	6@18 @18
Heavy cows	6@18 @18
Bulls	19 @19 $\frac{1}{2}$ 19 @19 $\frac{1}{2}$
Extremes	20 $\frac{1}{2}$ @20 $\frac{1}{2}$ ax 20 $\frac{1}{2}$ @21 $\frac{1}{2}$ ax 12 $\frac{1}{2}$ @14
Bulls	13 $\frac{1}{2}$ @14ax 13 $\frac{1}{2}$ @14ax
Calfskins	20 @21 @21 @20m 13 $\frac{1}{2}$ @13 $\frac{1}{2}$ ax 13 $\frac{1}{2}$ @13 $\frac{1}{2}$
Kips	19 $\frac{1}{2}$ @20 19 $\frac{1}{2}$ @20 19 $\frac{1}{2}$ @20m 13 $\frac{1}{2}$ @13 $\frac{1}{2}$
Light calf	1.30@1.50 1.25@1.35 @1.00
Deacons	1.25@1.40 1.25@1.35 @1.00
Stunks, regular	7.5 @1.00 7.5 @1.00n 60 @60
Stunks, hairless	6@30 20 @30m 15 @25
Horseshides	6.50@8.00ax 6.50@7.75 4.00@5.25
Hogskins	70 @75 @75 23 @45

	SHEEPSKINS.
	Week ending Week ending Cor. week, Nov. 26, '27. Nov. 19, '27. 1926.
Packer lambs	2.00@2.50 2.00@2.50 1.50@2.25
Pkrs. shearlings	1.15@1.20 1.15@1.25 1.17 $\frac{1}{2}$ @1.30
Dry pelts	25 @28 25 @28 22 @24

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ICE AND REFRIGERATION

ICE NOTES.

C. W. Mitchell and associates, Chicago, Ill., are planning the erection of a cold storage warehouse in Fairfield, Tex.

The Daniel McGhee Transfer & Storage Co., Tuscaloosa, Ala., is building a warehouse to which a cold storage department will be added later.

The New Brunswick Cold Storage Co., St. John, B. C., Canada, is planning an addition to its plant.

The Victoria Cold Storage & Warehouse Co., Victoria, B. C., Canada, will build an addition to its plant to cost \$500,000.

The Union Ice Co., Los Banos, Calif., is building a cold storage warehouse, the first unit of which will cost \$60,000.

A new ice plant to cost \$150,000 is being planned for Lankershim, Calif., by the National Ice & Cold Storage Co., Los Angeles, Calif.

The Tallulah Ice & Cold Storage Co., Tallulah, La., has been incorporated with a capital stock of \$85,000. J. L. Blackwell, George Williamson and J. K. Hirsch are the incorporators.

The ice and cold storage warehouse of A. Paladini, Monterey, Calif., were destroyed by fire recently.

George T. Tippin and associates are interested in building a cold storage warehouse in Vera Beach, Fla.

H. T. Cottam & Co., New Orleans, La., have installed new refrigerating equipment in their cold storage warehouse.

The Joseph Papania Co., Lexington, Ky., has let the contract for the construction of a cold storage warehouse. It will cost \$100,000.

A building is being erected in Louisville, Ky., which, when completed, will be occupied by Vetter Brothers as a cold storage plant.

A large cold storage plant will be built near the Calumet dock which is now under construction in South Chicago, Ill.

I. N. Beasley, Jackson, Miss., will open a cold storage plant in McComb, Miss.

The District Terminal & Cold Storage Co., Cleveland, Ohio, is planning the construction of another unit to its plant. The addition will house the refrigerator plant and boilers.

The McGintley Produce Co., Knoxville, Tenn., is adding a cold storage and refrigerating plant.

The Butler Ice & Cold Storage Co., Butler, Pa., has started work on the erection of a new plant.

A cold storage warehouse is being built by the Oceanic Terminals Co., Portland, Ore. The building will be 106 by 200 feet in size.

The Sayre Ice Co. is planning to build a cold storage warehouse in Cheyenne, Okla.

Work has been started on a new cold storage warehouse at Sweetwater, Tex. It is being built by the recently-organized Citizens' Ice Co. The company is capitalized at \$60,000.

The Citizens' Light & Power Co., San Benito, Tex., is having surveys made for the construction of cold storage warehouses at Alamo, Raymondsville, and Mercedes, Tex.

Gibbs & Co., Jasper, Tex., will build an addition to their ice and cold storage plant.

H. M. Price of the Arctic Ice Co., Pyote, Tex., is planning to erect an ice and cold storage plant to cost \$60,000.

ENGINEERS MEET IN DECEMBER.

The American Society of Refrigerating Engineers will hold its 23rd annual convention in the Hotel Astor, New York City, Dec. 5, 6 and 7. The program committee has provided a large number of papers covering a wide variety of subjects and the convention's sessions will be unusually interesting and instructive.

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Nov. 19, 1927, with comparisons, as follows:

	Week ending	Prev. week.	Cor. week.
West. dressed meats: Nov. 19.			1926.
Steers, carcasses	7,443 1/4	6,952 1/4	8,700
Cows, carcasses	1,224 1/2	1,306 1/2	657 1/2
Bulls, carcasses	100	93	105
Veals, carcasses	11,223	11,525	12,661
Lambs, carcasses	26,481	23,905	22,331
Mutton, carcasses	3,108	3,054	4,334
Beef, cuts, lbs.	269,027	463,846	404,022
Pork, cuts, lbs.	1,292,443	1,347,672	1,440,988
Local slaughters:			
Cattle	9326	9,598	9,677
Calves	14,430	12,432	12,779
Hogs	55,724	52,351	53,705
Sheep	64,683	63,508	50,518

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Nov. 19, 1927, with comparisons:

	Week ending	Prev. week.	Cor. week.
Western dressed meats: Nov. 19.			1926.
Steers, carcasses	2,214	1,888	2,367
Cows, carcasses	908	1,295	987
Bulls, carcasses	419	452	535
Veals, carcasses	2,013	1,990	2,213
Lambs, carcasses	9,952	9,770	9,393
Mutton, carcasses	1,736	1,636	1,754
Pork, lbs.	314,443	331,517	414,700
Local slaughters:			
Cattle	1,767	1,778	2,369
Calves	2,110	2,148	2,479
Hogs	6,732	19,378	19,449
Sheep	19,484	5,150	7,305

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Nov. 19, 1927, with comparisons:

	Week ending	Prev. week.	Cor. week.
Western dressed meats: Nov. 19.			1926.
Steers, carcasses	1,612	2,135	2,037
Cows, carcasses	3,028	2,378	2,181
Bulls, carcasses	23	31	46
Veals, carcasses	1,190	1,604	1,572
Lambs, carcasses	13,518	15,461	13,815
Mutton, carcasses	505	333	584
Pork, lbs.	632,298	296,108	580,218
Local slaughters:			
Cattle	1,805	1,614	2,137
Calves	1,661	976	1,634
Hogs	11,449	7,866	13,441
Sheep	6,029	5,303	6,301

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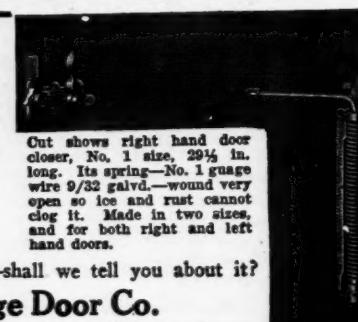
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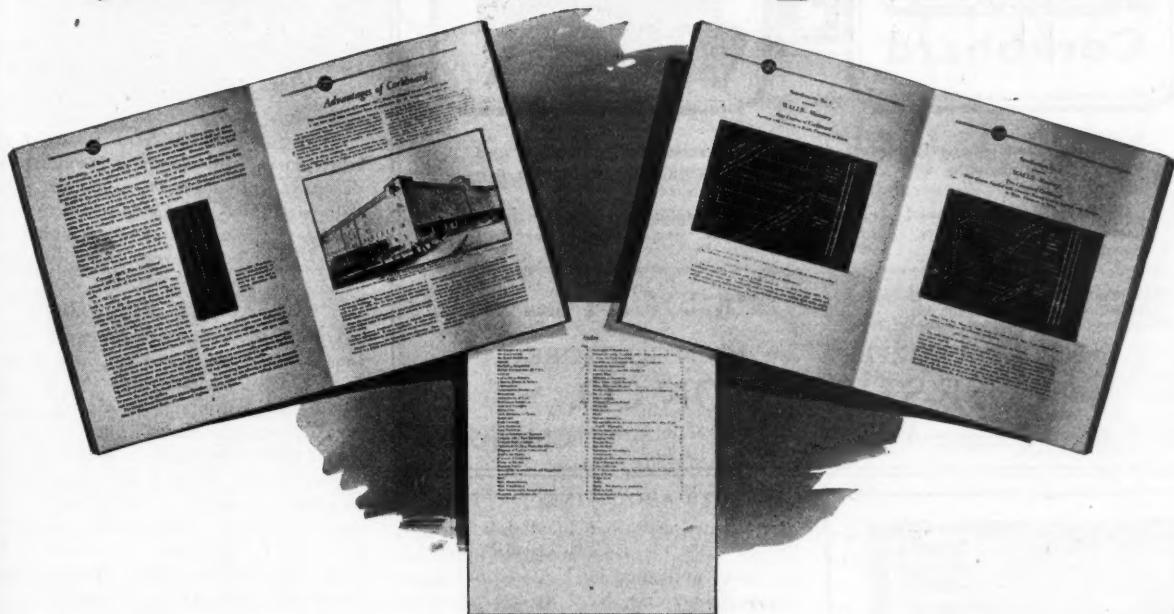
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THIS handbook has been designed and prepared for the sole purpose of supplying the Refrigerating Industry, and all those interested in insulation, with dependable data about pure Corkboard and the modern methods of its erection. It sets forth in concise yet complete form:

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- The Manufacture of Corkboard—
- Its Uses, Advantages, etc.
- Designs of Insulation
- Modern, Scientific Methods of Erecting Corkboard
- Specifications for Fifty Types of Construction, etc.

The information contained therein is based upon actual experiences gathered during twenty years of manufacturing and erecting Cork Insulation.

Like in all other industrial fields there have been failures in the field of insulation. Methods of manufacture or erection originally thought best adaptable for the purpose were later found to be not perfect. Pioneer work had to be done and experiments frequently costly and apparently wasteful had to be made.

This book contains the result of these experiences and reports, brought up to date. It embodies 84 pages of accurate data gathered by our own staff of engineers, which will make it a valuable book of reference that should be in every technical library.

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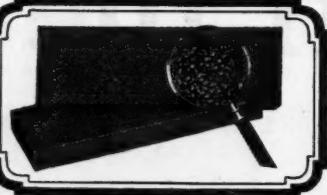
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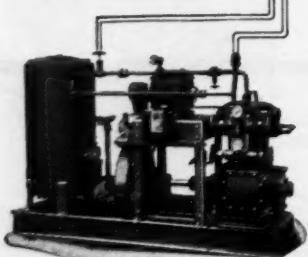


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FACTS ABOUT INSULATION.

A new insulation handbook entitled "Facts and Figures on Insulation" has just been published by United Cork Companies, Lyndhurst, N. J. It is of standard filing size, and bears the American Institute of Architects file number A. I. A.-37-a-1 for ready file reference.

The book was designed and prepared for the sole purpose of supplying the refrigerating industry and all those interested in insulation with dependable data about pure corkboard and the modern methods of its erection. It sets forth in concise form the history of insulation, the manufacture of corkboard, its uses, advantages, etc.; designs of insulation; modern, scientific methods of erecting corkboard; specifications for fifty types of construction, etc.

The information given is based upon

actual experiences gathered in more than twenty years during which United Cork Companies has manufactured and erected cork insulation for every type of insulation requirement.

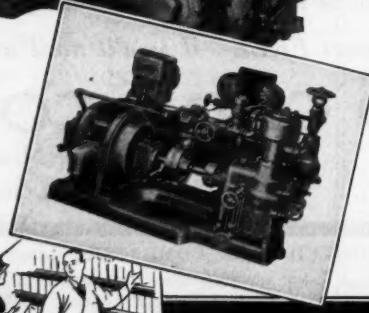
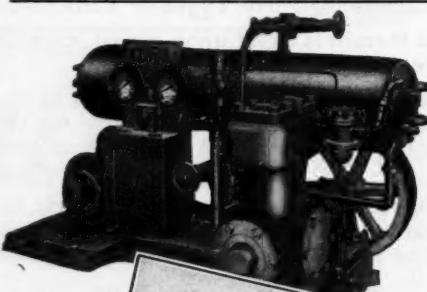
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This book contains the result of these experiences and reports brought up to date. It embodies 84 pages of accurate data gathered by United's staff of engineers. It is a valuable book of reference that should be in every technical library.

CUBAN MEAT IMPORTS.

During the first six months of 1927 imports of beef products into Cuba increased 11 per cent, according to the U. S. Department of Commerce. Salted beef decreased considerably, but imports of jerked beef increased 12.8 per cent and canned and fresh beef also show a slight increase. Imports of pork products decreased 3.4 per cent, while salted pork increased 4.7 per cent. The loss of 5 per cent in lard more than offsets the gain. Fresh pork also declined radically, while small losses were noted in both bacon and hams.

From the standpoint of value imports of beef products were 1 per cent greater in 1927 than 1926, but 33.6 per cent less than in 1925. Imports of pork products declined 14.3 per cent in value during the first six months of 1927, as compared with the corresponding period of 1926, and were 19.5 per cent below the imports for the period of 1925. Total imports of all meat products declined 0.1 per cent and 10.9 per cent in value as compared with 1926. The decline in value as compared with 1925 was minus 23.1 per cent.



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Ice Making and Refrigerating Machinery Exclusively
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The York full automatic refrigerating unit is just the thing for the meat and produce market. Here is a machine obtainable in sizes ranging from one-half ton to eight tons daily capacity. It is a self-contained unit, direct-connected to motor, thus effecting an economy in power. It is small, compact, all parts readily accessible, and the entire unit is portable. Thousands of meat and produce men all over the country are eliminating waste and spoilage and conducting their establishments more profitably since installing York Equipment.

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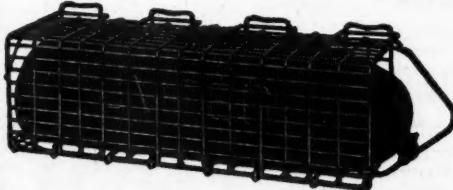
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United Steel and Wire Company
Battle Creek, Mich.

Atchison, Kansas

RECEIPTS AT CENTERS

SATURDAY, NOVEMBER 19, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	500	6,000	1,000
Kansas City	800	1,000	...
Omaha	400	3,000	750
St. Louis	1,000	4,000	50
St. Joseph	100	3,500	500
Sioux City	500	2,500	300
St. Paul	1,800	4,500	200
Oklahoma City	200	300	...
Fort Worth	1,800	300	200
Milwaukee	...	300	...
Denver	1,300	500	6,400
Louisville	100	500	100
Wichita	700	1,600	200
Indianapolis	100	4,500	300
Pittsburgh	100	4,000	300
Buffalo	200	1,500	200
Cleveland	100	500	100
Nashville, Tenn.	100	500	...
Toronto	100	200	...

MONDAY, NOVEMBER 21, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	22,030	47,000	20,000
Kansas City	15,000	6,500	5,000
Omaha	12,000	9,000	5,000
St. Louis	6,000	13,000	1,500
St. Joseph	2,500	3,000	4,000
Sioux City	6,000	8,500	9,000
St. Paul	13,500	26,000	13,000
Oklahoma City	900	600	200
Fort Worth	9,000	600	500
Milwaukee	400	600	100
Denver	14,900	1,900	10,200
Louisville	2,100	900	900
Wichita	5,070	2,700	500
Indianapolis	700	6,500	400
Pittsburgh	800	5,000	2,000
Cincinnati	2,500	4,300	200
Buffalo	3,500	16,900	11,600
Cleveland	900	5,600	400
Nashville, Tenn.	600	600	200
Toronto	2,700	2,700	31,000

TUESDAY, NOVEMBER 22, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	50,000	12,000
Kansas City	12,000	9,000	7,000
Omaha	7,000	6,500	14,000
St. Louis	4,000	12,000	1,000
St. Joseph	2,000	8,000	6,000
Sioux City	2,500	6,500	4,000
St. Paul	2,500	12,000	2,000
Oklahoma City	1,300	600	...
Fort Worth	5,000	800	700
Milwaukee	1,200	5,500	500
Denver	1,800	900	1,630
Louisville	200	500	...
Wichita	1,000	1,800	500
Indianapolis	1,100	10,000	1,200
Pittsburgh	100	1,000	400
Cincinnati	400	4,600	400
Buffalo	100	1,000	200
Cleveland	200	2,000	2,000
Nashville, Tenn.	200	600	...
Toronto	400	700	500

WEDNESDAY, NOVEMBER 23, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	18,000	10,000
Kansas City	6,000	6,000	2,500
Omaha	5,500	6,000	3,000
St. Louis	2,500	10,000	1,500
St. Joseph	1,800	800	400
Sioux City	2,500	6,000	200
St. Paul	4,000	28,000	2,500
Oklahoma City	1,000	800	1,000
Fort Worth	530	500	2,700
Denver	2,400	500	500
Wichita	500	2,700	500
Indianapolis	100	6,000	600
Pittsburgh	100	1,500	600
Cincinnati	500	3,200	300
Buffalo	100	1,600	400
Cleveland	300	1,500	1,800

THURSDAY—HOLIDAY—THANKSGIVING.

FRIDAY, NOVEMBER 25, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	9,000	30,000	15,000
Kansas City	1,800	3,000	1,500
Omaha	3,200	4,000	3,500
St. Louis	2,500	10,000	300
St. Joseph	1,700	3,000	2,000
Sioux City	2,500	3,500	2,000

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- 1—Cuts Your Paper Costs One Third
- 2—Turns Out a Superior Wrapped Product
- 3—Increases Your Sales

- 1—In dealing with Franklin you deal directly with the manufacturer thus eliminating all unnecessary profits. That's a saving that amounts to as much as 33 1/3%. Quite a strong reason, isn't it?
- 2—Franklin Greaseproof Parchment is **really** greaseproof—no ifs, ands or buts about it. If you have had unfortunate experiences on this score it wasn't with Franklin. Franklin Greaseproof Parchment locks the quality in—stands up well and looks good on your product.
- 3—Fine appearance increases sales, naturally. In addition, by imprinting your name and brand on the wrapper, it enables you to build up consumer and dealer preference for your product that no one can take from you. Then again, the fact that your quality stays in the product—that it can't escape—is bound to react in your favor. That, too, means greater sales.

Good reasons all. Better write today for prices and samples

FRANKLIN PAPER CO., Inc.

810 Sansom St.

Philadelphia, Pa.

Chicago Section

Charles H. Knight, vice-president of the Louisville Provision Co., was in Chicago this week.

Norman McLean, provision manager, Harris Abattoir Company, Ltd., Toronto, Canada, was a Chicago visitor this week.

D. P. Cosgrove, associated with Sterne & Son Co., Chicago brokers, has just returned to the city from a business trip to the East.

Dr. Carl L. Alsberg, head of the Food Research Institute, Leland Stanford University, Calif., made a visit in Chicago this week on his return from the East.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 26,787 cattle, 11,002 calves, 79,386 hogs and 25,008 sheep.

Ewald Bartel, of L. Bartel & Co., Inc., large wholesale provision dealers in New York City, who has just returned from Europe, made a business trip to the city this week.

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Packing House Specialists

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Packinghouse and Cold Storage Designing—Con-
sultation on Power and Operating Costs, Curing,
etc. You profit by our 25 years experience.
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Specializing in
Packing Plants, Cold Storage, Car Icing
111 W. Jackson Blvd. Chicago, Ill.

Provision shipments from Chicago for the week ending Nov. 19, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week.
Cured meats, lbs.	17,524,000	19,523,000	20,100,000
Fresh meats, lbs.	35,260,000	36,331,000	44,961,000
Lard, lbs.	7,516,000	9,915,000	11,081,000

John A. Hawkinson, president of Allied Packers, Inc., Chicago, has sailed for Europe on a combined business and pleasure trip. Mr. Hawkinson will join his family in England.

E. S. Waterbury, general manager, Armour and Company, Omaha, Nebr., and Mrs. Waterbury, were in Chicago this week long enough to enjoy a Thanksgiving dinner with relatives.

A. Fernandez Beyro, assistant chief of the bureau of animal industry of the republic of Argentine, was in Chicago this week in the course of a tour of inspection of United States livestock and meat conditions, and to take in the International Livestock Show.

Libby, McNeill & Libby have declared a dividend of \$3.50 a share on the preferred stock of the company, to be paid January 1 out of company earnings to preferred shareholders of record on Dec. 16, 1927. The annual stockholders meeting of the company will be held at Portland, Maine, on January 13, 1928.

MEATS AND FATS EXPORTS.

Domestic exports of meats and fats during October, 1927, with comparisons for the same month last year, are given by U. S. Department of Commerce as follows:

	1927.	1926.
Total meats and meat products,	25,623,805	34,941,659
Beef and veal, fresh, lbs.	88,927	171,962
Total animal oils and fats,	lbs. 58,704,459	60,198,158
Value	\$ 8,201,719	8,516,004
Beef and veal, fresh, lbs.	88,027	171,962
Value	\$ 19,246	29,593
Beef, pickled, lbs.	870,058	1,639,548
Value	\$ 96,270	186,015
Pork, fresh, lbs.	720,341	1,223,524
Value	\$ 137,522	235,002
Wiltshire sides, lbs.	56,401	97,329
Value	\$ 10,489	22,845
Cumberland sides, lbs.	924,136	1,187,256
Value	\$ 166,408	269,459
Hams and shoulders, lbs.	7,632,499	10,847,012
Value	\$ 1,521,910	2,664,839
Bacon, lbs.	7,706,086	11,741,554
Value	\$ 1,216,820	2,203,021
Pickled pork, lbs.	2,531,407	2,694,588
Value	\$ 538,155	443,968
Oleo oil, lbs.	4,044,849	8,235,757
Value	\$ 676,829	947,072
Lard, lbs.	50,254,653	46,081,667
Value	\$ 7,020,945	7,224,990
Neutral lard, lbs.	1,671,341	1,550,462
Value	\$ 255,237	257,117
Lard compounds, animal fats,	408,754	1,096,068
Value	\$ 58,165	147,871
Margarine, lbs.	52,571	55,207
Value	\$ 8,609	10,151
Cottonseed oil, lbs.	4,073,867	2,569,386
Value	\$ 479,159	284,585
Lard compounds, fats, lbs.	508,900	713,347
Value	\$ 71,303	95,115

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

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Tallow
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The Davidson Commission Co.
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WILLIAM H. KNEHANS, Chief Engineer

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Cable Address, Pacarco

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PROVISION BROKERS

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PROVISIONS
PACKING HOUSE PRODUCTS
TALLOW, GREASES, OILS



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We specialize in taking care of the requirements of buyers located all over the United States and Canada. Offerings telegraphed promptly on receipt of inquiries.

On request, our complete provision, fresh meat, packinghouse products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

THE NATIONAL PROVISIONER

NEW SLICING MACHINE.

An automatic dried beef chipper and bacon slicer containing a number of new features has been placed on the market recently by the Mechanical Manufacturing Co., Chicago, Ill. Among the improvements are a positive guard provided to eliminate any danger of the operator cutting his hand on the knife, a base cast in one piece, and a new style of meat holding device which permits slicing very close to the end.

Positive alignment of all the parts is provided for by casting the bearings in the main frame, which includes the base, the end frames and the meat trough.

The knife is made in four sections, which are mounted on a strong counterbalanced disc. This has a tapered bore and is drawn tightly on the tapered end of the main shaft by a heavy nut. The knife is thus held true and can be operated very close to the hardened steel cutting edge fitted to the end of the meat trough.

The knife, spiral in shape, is operated at a constant speed by an electric motor. The meat feed is also constant. The meat is clamped down by means of hinged jaws, which are raised and lowered by a screw and nut operated by a handwheel. The speed of the meat feed, and therefore the thickness of the slices cut, can be changed quickly and easily.

The knife is inclosed in a steel housing with the upper half hinged so that an oil stone can be applied to the knife when it is in place. At the bottom of the housing is a hinged wire mesh guard. This permits the operator to see the slicing and yet protects his hands from injury while removing the sliced meat.

Provision has been made throughout for close adjustment of all parts. The machine is provided with either silent chain or belt drive from a motor mounted on the base. It is also made without stand, for mounting on a bench or table. It occupies a floor space of 3 ft. 4 in. by 4 ft. 4 in., and weighs 1,100 lbs.

LIVESTOCK IN LATVIA.

All kinds of livestock in Latvia, except sheep, show slight increases compared with the two preceding years, according to information made public recently by the U. S. Bureau of Agricultural Economics. All kinds of animals except swine also show increases over 1913. In 1927 cattle increased 1 per cent over 1926, while sheep made a decrease of 2 per cent. The steady decline of sheep since 1923 is attributed to the rapid development of the dairy industry.

Swine in 1927 numbered 535,000, an increase of 3 per cent over 1926. Swine have been increased steadily in Latvia since 1924 owing to the growing demand for bacon for the export trade. The number of pigs killed for the export bacon trade increased from 6,491 in 1923 to 67,104 in 1926. Latvian bacon is quoted on the London meat market at equal prices with Polish and 3 to 4 points higher than Russian bacon.

HORMEL'S ANNUAL REPORT.

The annual report of Geo. A. Hormel & Co., Austin, Minn., meat packers, presented at the annual stockholders meeting at Austin last week, shows sales for the year of \$36,310,085, a decrease of a little over 2 million dollars compared to the previous year, due to lower prices for products. Sales in pounds totaled 221,668,442, an increase in tonnage of nearly 9 million pounds over the previous year. The hog kill for the year was just a little short of a million, totalling 990,364 head.

The company has branch houses in 15 cities and sales representatives in 25 more cities, with representatives in eight foreign countries.

As indicating modern methods and the effort toward labor-saving, in which Hormel is in the forefront among American plants, the use of the following devices is indicated in the report:

1. The automatic door opening device, each of which not only saves a man at the door but also conserves refrigeration and speeds up traffic.
2. The shoulder cutter saves three men.
3. The smoke house meat washing machine saves 12 men.
4. The pigs' foot splitting machine saves five men.

5. The leaf lard stripping machine saves three men.
6. The cappicola stuffer saves two men.
7. The new method of handling leaf lard on trolleys saves three men.
8. The new method of loading leaf lard saves two men.

9. The new method of drawing lard saves one man.

Directors elected for the ensuing year were George A., Jay C., Ben F., Herman G. and John G. Hormel, Lyman G. Wakefield, S. D. Catherwood, Walter O'Berg and Fred Dugan. The directors met and reelected the following officers: President, George A. Hormel; first vice-president and treasurer, Jay C. Hormel; second vice-president, Ben F. Hormel; secretary, John G. Hormel.



BACON SLICER AND DRIED BEEF CHIPPER.
The machine is operated by a motor with the base and bearings cast in one piece to eliminate vibration and insure alignment of the working parts. Close adjustment of the moving members is provided for.

CHICAGO LIVESTOCK.

	Cattle.	Calves.	Hogs.	Sheep.
Sat., Nov. 12.....	1,063	40	4,156	2,914
Mon., Nov. 14.....	25,763	4,109	51,269	21,740
Tues., Nov. 15.....	13,531	2,535	44,554	10,310
Wed., Nov. 16.....	12,634	1,958	19,390	10,390
Thur., Nov. 17.....	13,394	4,055	50,840	8,830
Fri., Nov. 18.....	3,035	866	33,724	9,240
Totals this week.....	68,860	13,672	206,077	61,510
Previous week.....	63,807	12,281	165,728	73,021
Year ago.....	81,901	15,113	147,614	82,463
Two years ago.....	67,238	13,940	163,336	60,549

	Cattle.	Calves.	Hogs.	Sheep.
Sat., Nov. 12.....	311	...	1,920	1,165
Mon., Nov. 14.....	5,485	263	16,548	2,697
Tues., Nov. 15.....	4,049	603	11,301	998
Wed., Nov. 16.....	5,279	67	4,638	4,623
Thur., Nov. 17.....	4,733	190	11,430	3,216
Fri., Nov. 18.....	3,331	143	11,464	2,872
Totals this week.....	23,077	1,266	57,881	14,906
Previous week.....	20,089	984	61,083	16,317
Year ago.....	26,872	1,743	55,469	21,153
Two years ago.....	20,909	1,723	37,304	16,408

Receipts at Chicago Stock Yards thus far for the year to Nov. 18, with comparative totals:

	Cattle.	Calves.	Hogs.	Sheep.
Cattle.....	2,570,688	631,840	2,375,332	676,632
Calves.....	6,572,651	5,099,336	6,099,336	3,862,747
Hogs.....	3,382,653	3,382,653	3,382,653	3,382,653

Combined weekly hog receipts at eleven markets for week ending Nov. 18, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Nov. 19.....	233,000	500,000	109,000
Previous week.....	228,000	434,000	237,000
1926.....	275,000	459,000	184,000
1925.....	245,000	542,000	172,000
1924.....	291,000	558,000	224,000
1923.....	234,000	686,000	173,000
1922.....	275,000	630,000	225,000

Combined receipts at seven markets for the year to Nov. 19, with comparisons:

	Cattle.	Hogs.	Sheep.
1927.....	8,631,000	10,786,000	9,956,000
1926.....	10,330,000	19,697,000	10,871,000
1925.....	9,927,000	22,400,000	9,815,000
1924.....	10,024,000	26,943,000	9,912,000
1923.....	10,268,000	27,620,000	9,984,000
1922.....	9,953,000	20,587,000	9,207,000
1921.....	8,345,000	19,617,000	10,803,000

*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number Weight received lbs.	Top Average Price \$
*This week.....	206,100	226 \$ 9.85 \$ 9.05
Previous week.....	165,728	226 10.35 9.15
1926.....	147,614	233 11.95 11.50
1925.....	163,536	241 11.90 11.35
1924.....	325,790	226 9.75 8.85
1923.....	239,285	234 7.50 6.90
1922.....	214,962	231 8.20 7.70
Av. 1922-1926.....	218,000	233 \$ 9.85 \$ 9.25

*Receipts and average weight for week ending Nov. 19, 1927, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Week ending Nov. 19.....	\$14.30	\$ 9.05	\$ 6.00
Previous week.....	14.10	9.15	5.90
1926.....	9.40	11.50	5.75
1925.....	10.05	11.35	7.80
1924.....	9.55	8.85	7.10
1923.....	9.40	6.90	7.00
1922.....	9.45	7.70	7.25
Av. 1922-1926.....	\$ 9.50	\$ 9.25	\$ 7.00

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Nov. 19.....	45,800	148,200	46,600
Previous week.....	43,718	104,645	56,704
1926.....	52,219	92,145	41,315
1925.....	46,329	126,032	44,000
1924.....	57,305	224,612	72,000

*Saturday, Nov. 19, estimated.

Chicago packers' hog slaughters for the week ending Nov. 19, 1927:

Armour & Co.....	13,100
Anglo American.....	4,900
Swift & Co.....	13,300
Hammond Co.....	7,200
Morris & Co.....	20,100
Wilson & Co.....	12,700
Boyd-Lunham.....	5,900
Western Packing Co.....	10,400
Roberts & Oak.....	7,000
Miller & Hart.....	7,200
Independent Packing Co.....	6,100
Brennan Packing Co.....	6,900
Agar Packing Co.....	5,200
Others.....	34,000
Total.....	154,000
Previous week.....	115,800
Year ago.....	100,100
1925.....	121,700
1924.....	238,200

(For Chicago livestock prices see page 44.)

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending Nov. 26.	Cor. week, 1926.
Prime native steers	23	22
Good native steers	20	23
Medium steers	16	19
Heifers, good	15	18
Cows	11	16
Hind quarters, choice	28	30
Fore quarters, choice	19	20

Beef Cuts.

Steer Loins, No. 1.	52	29
Steer Loins, No. 2.	44	26
Steer Short Loins, No. 1.	71	38
Steer Short Loins, No. 2.	56	33
Steer Loin Ends (hips).	33	23
Steer Loin Ends, No. 2.	32	22
Cow Loins	24	16
Cow Short Loins	30	25
Cow Loin Ends (hips)	18	16
Cow Ribs, No. 1.	37	21
Steer Ribs, No. 2.	33	20
Cow Ribs, No. 1.	20	15
Cow Ribs, No. 2.	18	15
Cow Ribs, No. 3.	12½	8½
Steer Rounds, No. 1.	20	14
Steer Rounds, No. 2.	19	14
Steer Chucks, No. 1.	18	14
Steer Chucks, No. 2.	17	13
Cow Rounds	14	12
Cow Chucks	13½	11½
Steer Plates	14	10½
Medium Plates	10½	8½
Briskets, No. 1.	16	15
Briskets, No. 2.	12	12
Steer Navel Ends	11½	8½
Cow Navel Ends	11½	7½
Fore Shanks	9	8
Hind Shanks	8½	7½
Strip Loins, No. 1, boneless.	60	45
Strip Loins, No. 2.	55	40
Strip Loins, No. 3.	34	35
Sirloin Butt, No. 1.	24	27
Sirloin Butt, No. 2.	20	22
Sirloin Butt, No. 3.	15	15
Beef Tenderloins, No. 1.	70	65
Beef Tenderloins, No. 2.	65	60
Rump Butts	18	18
Flank Steaks	20	18
Shoulder Clods	15	15
Hanging Tenderloins	12	10

Beef Products.

Brains (per lb.)	10	10
Hearts	11	12
Tongues	20	25
Sweetbreads	33	33
Ox-Tail, per lb.	12	12
Fresh Tripe, plain	6	4
Fresh Tripe, H. C.	7½	6½
Livers	15	15
Kidneys, per lb.	10	10

Veal.

Choice Carcass	20	21
Good Carcass	15	19
Good Saddles	20	23
Good Backs	12	16
Medium Backs	10	11

Veal Products.

Brains, each	12	11
Sweetbreads	68	60
Calf Livers	70	60

Lamb.

Choice Lambs	27	26
Medium Lambs	24	24
Choice Saddles	30	30
Medium Saddles	28	28
Choice Fore	20	20
Medium Fore	18	18
Lamb Fries, per lb.	33	32
Lamb Tongues, each	13	13
Lamb Kidneys, per lb.	30	25

Mutton.

Heavy Sheep	9	8
Light Sheep	13	14
Heavy Saddles	12	12
Light Saddles	15	16
Heavy Fore	7	8
Light Fore	12	12
Mutton Legs	17	18
Mutton Loins	18	15
Mutton Stew	9	11
Sheep Tongues, each	13	13
Sheep Heads, each	10	10

Fresh Pork, Etc.

Dressed Hogs	21	25
Pork Loins, 8@10 lbs. avg.	21	24
Hams	22	23
Bellies	25	29
Cais	16	18
Skinned Shoulders	13	13½
Tenderloins	50	60
Spare ribs	14½	15
Lard Lard	12½	15
Back Fat	14½	15
Buttocks	19½	20
Hocks	14	15
Tails	15	16
Neck Bones	6	6
Skip Bones	12	12
Blade Bones	15	14
Pigs' feet	6	6
Kidneys, per lb.	9	9
Livers	5½	6
Brains	14	10
Bars	6	9
Snouts	9	8
Heads	10	10

THE NATIONAL PROVISIONER

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton	23
Country style sausage, fresh in link	22
Country style sausage, fresh in bulk	20
Mixed sausage, fresh	25
Frankfurts in sheep casings	18
Frankfurts in hog casings	22
Bologna in beef bungs, choice	21
Bologna in cloth, paraffined, choice	17½
Bologna in beef middles, choice	15½
Liver sausage in hog bungs	18
Liver sausage in beef rounds	25
Head cheese	25
New England luncheon specialty	21
Liberty luncheon specialty	20
Minced luncheon specialty	19
Tongue sausage	23
Blood sausage	17
Polish sausage	19
Souse	16

DRY SAUSAGE.

Cervelat, choice, in hog casings	51
Cervelat, choice, in hog bungs	49
Cervelat, new condition in beef middles	23
Thuringer Cervelat	26
Farmer	81
Holsteiner	30
B. C. Salami, choice	48
Milano Salami, choice in hog bungs	50
B. C. Salami, new condition	26
Friseen, choice, in hog middles	22
Genoa style Salami	58
Pepperoni	41
Mortadella, new condition	26
Capicollini	54
Italian style hams	42
Virginia hams	53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds	8.50
Small tins, 2 to crate	7.50
Large tins, 1 to crate	8.00
Frankfurts style sausage in sheep casings	8.00
Small tins, 2 to crate	8.00
Large tins, 1 to crate	9.00
Frankfurts style sausage in pork casings	7.50
Small tins, 2 to crate	7.50
Large tins, 1 to crate	8.50
Smoked link sausage in pork casings	7.00
Small tins, 2 to crate	7.00
Large tins, 1 to crate	8.00

SAUSAGE MATERIALS.

Regular pork trimmings	9½
Special lean pork trimmings	14
Extra lean pork trimmings	15½
No. 1 bone trimmings	12½
Pork cheek meat	12½
Pork hearts	9
Native boneless bull meat (heavy)	11½
Boneless chuck	12
Shank meat	11½
Beef trimmings	10½
Beef hearts	9
Beef cheeks (trimmed)	9
Dr. canned cows, 300 lbs. and up	9
Dressed canners, 350 lbs. and up	9
Dr. bologna bulls, 500@700 lbs.	10½
Beef tripe	4½
Cured pork tongues (can trim.)	14
(These are prices to wholesalers, on material packed in new slack barrels for shipment.)	14@14%

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Domestic rounds, 180 pack	25
Domestic rounds, 140 pack	28
Wide export rounds	48
Medium export rounds	52
Narrow export rounds	35
No. 1 weanlings	67
No. 2 weanlings	65
No. 1 domestic bungs	6
No. 2 bungs	15
Regular middles	2.50
Selected wide middles	12/15
Dried bladders:	10/12
10/10	10/12
8/10	8/12
6/8	6/12

Hog Casings:

Narrows, per 100 yds.	33.30
Narrows, med., per 100 yds.	22.75
Mediums, per 100 yds.	21.10
Wides, per 100 yds.	22.25
Export bungs	11.45
Large prime bungs	27
Medium prime bungs	18@20
Small prime bungs	10@12
Middles	18
Stomachs	.06@.08
Bladders	.06@.08
Quotations for large lots. Smaller quantities at usual advance.	

VINEGAR PICKLED PRODUCTS

Regular tripe, 200-lb. bbl.	\$14.00
Honeycomb tripe, 200-lb. bbl.	16.00
Pocket honeycomb tripe, 200-lb. bbl.	18.00
Pork feet, 200-lb. bbl.	17.50
Pork tongue, 200-lb. bbl.	63.00
Lamb tongues, long cut, 200-lb. bbl.	42.00
Lamb tongues, short cut, 200-lb. bbl.	51.00

BARRELED PORK AND BEEF

Mess pork, regular	21.00
Family back pork, 20 to 34 pieces.	36.00
Family back pork, 35 to 45 pieces.	37.00
Clear back pork, 40 to 50 pieces.	28.00
Clear plate pork, 35 to 45 pieces.	21.00
Clear plate pork, 35 to 35 pieces.	21.50
Brisket pork	28.00
Beef pork	24.50
Plate beef	27.00
Extra plate beef, 200-lb. bbl.	28.00

COOPERAGE.

Ash pork barrels, black iron hoops.	\$1.67½
Oak barrel, black iron hoops.	1.90
Ash pork barrels, galv. iron hoops.	1.87½
White oak ham tierces.	2.52½
Red oak lard tierces.	2.52½
White oak lard tierces.	2.73½

OLEOMARGARINE.

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Retail Section

Increasing Cash Sales

Helps to Solve the Problem of Losses Through Bad Accounts

While meat retailers throughout the country are bewailing their losses from loose credit extension and spending many good dollars in an effort to maybe get bad ones, the druggist and even the grocer is getting around it in another way. Many meat retailers, both large and small, who are doing a credit business are making little if any effort to get on a cash basis.

Can this be done?

Yes, it can; it is being done.

For many years the meat dealer has coasted along in the belief that credit extension is a necessary factor in meeting competition and holding trade already secured. This is a mistake that other retail merchants have made. In the meanwhile the American public, and especially the housewife, is learning to deal for cash. The meat dealer should study this situation and take advantage of it. He has just as good an opportunity as has the druggist or the grocer—perhaps a better opportunity.

It might interest meat retailers to know that the 50,000 better class druggists in the United States have reduced their credit business something over 32 per cent in ten years. This has been a fine thing for the drug trade.

It has proved to be the best antidote for the dead beat habit. And no retailer has carried a heavier load in this respect than has the average druggist.

Meat retailers as a class are getting quite a big share of their business on the cash and carry basis; we all know that to be a fact. But most of the cash stores are in chain groups whose facilities for forcing cash sales are greater than are those of the independent retailer.

It's a Matter of Education.

It is up to the dealer personally to swing his credit people over to cash. But he has to make the effort. The mere fact that the public is learning to buy for cash isn't enough; it is merely that this frame of mind is becoming general and there is less risk when the meat dealer tries to force the issue than ever before.

Procedure along this line should follow along these lines: (1) Special inducements to cash buyers in service at least. (2) Suggesting the advantages of cash buying to people over the counter. (3) An assumption that each sale is cash until credit is definitely asked for. (4) Offering financial benefits from cash buying.

No meat dealer can afford to shut off credit immediately. Perhaps he can never shut it off entirely; but he can slowly switch customers over one by one to the cash basis. It has been done.

A successful retail meat dealer in New York who formerly carried from \$10,000 to \$15,000 on his books at all times in his three stores, set about to do this in 1923. He began requesting certain of his customers who had credit not to talk of the fact and not to mention it in the store. He explained that he didn't encourage a credit business at all and only accommodated them, etc. This served a double purpose. It first put the idea in the mind of the customer that he was being given special

consideration and therefore developed an obligation.

It kept the same customer from calling out "charge it" in the store when new trade was on the spot.

The effect was to also swing over some of those "favored" customers to cash themselves.

Once a meat concern was asked how it managed to reduce its bad debt losses to less than one-half of 1 per cent in a given year.

The answer from the head of this firm—an old time butcher—was: "By doing business for cash."

"But you are doing a credit business?" I came back.

Collections No Factor.

"Yes," he replied "but only when forced to. And every charge customer we have thinks he is the only one and that he is favored. This means that 91 per cent of our sales are for cash. That accounts for our small losses through poor collections."

There is, of course, the danger that customers who are persuaded to pay cash may learn of others favored with credit. The meat dealer must take this chance. He can always, if he thinks necessary, extend the same credit to those who desire it if they complain. But the point is that he should fight it off if he can.

There is, in addition, the following argument which I have heard a dealer use on several customers:

"I am willing to extend credit to you but I want to make it clear that I stand by the quality of my cuts and I can only do so when I realize a fair cash return. The more credit business I do the less I am able to guarantee the best at the lowest prices. I'll tell you what I'll do. Buy here for cash for one month. See if what I say isn't true and if you don't think it pays to deal here for cash, I'll open an account for you."

If the cash and carry meat shop can undersell the credit giving dealer, we find a situation which is bound to force the issue sooner or later. This is especially true when prices are where they are and when the dealer has to operate on a rather slender margin with a high overhead charge.

Therefore, to get on a cash basis, the dealer may find a slash in prices here and there necessary.

Less Business But More Profit.

Let us say that the Central Meat Com-

Sales and Profits

Profits do not come from the volume of business done.

They are made only after the money has been collected for the products sold and the service rendered.

When a retailer fails to collect for a sale he loses more than the first cost of the meat and his profit.

He loses rent, labor, interest on his money, and the other incidental costs that enter into each sale.

Some retailers who have high credit losses would lose some business, but would make more money if they would put their business on a cash basis.

Such a move can be made profitable if the right methods are used.

pany lost 4 per cent in 1925 due to bad debts. They may get some of this eventually, but it is now in the suspense account.

Now if by going on a cash basis in January, 1928, they lose 3 per cent of their gross sales, they still have the use of the cash, the saving in bookkeeping, the saving in bad debts and all this will more than offset a necessary reduction in prices, if any.

The fact is that the independent meat retailer hasn't the necessary facilities nor the time to establish and maintain an adequate bookkeeping system. He suffers losses through this very situation. The cost of billing in any meat shop, plus the cost of knowing what to bill, the adjustment of accounts, etc., will run anywhere from 3 to 6 per cent of the gross profit. If the system is inadequate, it will run even higher through losses due to failure to make charges or failure to make them properly.

It may take a meat retailer a year to gradually work over to an 80 per cent cash basis. He can't move too rapidly. The over night switch is not to be favored. One is working against habit if he does. And he will need to replace 30 to 40 per cent of his credit customers with new ones!

But gradually and by argument and suggestion it can be done.

The retailer can show that everybody profits by the move. It isn't easy to make a case for cash and carry business in these days when the people of all classes are learning to buy on that basis.

It even is beneficial to retain the delivery service and yet reduce the credit.

And it is possible to reduce the delivery service and also reduce the credit. Both enterprises are similar and both work the same way.

It is possible to work a customer into a willingness to carry home the day's meat in the same way that you talk them out of credit—tactfully, pleasantly but effectively.

Tell This to Your Customers

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

SHIN OF BEEF.

Among every retailer's customers there are always some who, for one reason or another, seek the cheaper cuts. On the other hand the dealer quite often finds it difficult to dispose of the less well-known parts of the carcass.

Telling customers how to cook and serve the cheaper cuts, which are quite as nutritious as the more expensive ones, helps both customers and the retailer in many cases. Here is how one of these cheaper cuts can be prepared to form a tasty, appetizing dish.

Remove the bone from a shin of beef and cut the meat into pieces about the size of an egg. Place over the bottom of a stew pan enough sliced bacon to cover it, add the meat; lay over it another layer of sliced bacon and pour over it enough water or stock to barely cover it. Tie up 4 cloves, 1 blade of mace, 4 allspice berries, a bunch of sweet herbs, or a teaspoonful of mixed dry herbs, in a cheese cloth, and put into the stew pan. A sliced onion or a garlic clove may be added if desired. Cover closely and simmer for three or four hours. Serve from a deep platter with baked potatoes and boiled carrot balls placed alternately around it and the whole sprinkled with minced parsley.

Points of Law for the Trade

Legal information on matters affecting your daily business that may save you money.

WAGES AND DIVIDENDS.

There is supposed to be nothing new under the sun, but the Supreme Court of New Mexico (in the recent case of Booth vs. Gross, 238 Pacific Reporter, 829) dealt with at least a new variation of an old situation.

The evidence before the court showed that Booth was employed by a New Mexico meat concern, and requested that some of the stock be issued to him.

The corporation, apparently, did not believe in "employee ownership," and turned down the request.

"The directors did decide, however, that you should enjoy, as you have been doing, the equivalent of the regular dividend on \$5,000 stock, and we felt that you would appreciate this," the corporation wrote, and Booth drew, in addition to his fixed salary, the equivalent of a 12 per cent dividend on \$5,000 for a period of six years.

Then the corporation, which had built up a substantial reserve, increased its capital stock from \$300,000 to \$1,000,000, and the additional stock was divided among the stockholders in proportion to their holdings, as in the case of an ordinary stock dividend.

"I should be entitled to the stock dividend on \$5,000," Booth pointed out.

"Not according to our agreement, which was that you were to receive the 'regular' dividend, which does not include stock dividend," the meat corporation contended.

"In our opinion, stock dividends are extraordinary dividends, and are not included within the phrase 'regular dividends,'" said the court in ruling against the employee.

VOCATIONAL MEAT COURSES.

The vocational course for retail meat dealers developed by the Federal Board for Vocational Education, in cooperation with the National Association of Retail Meat Dealers and the Institute of American Meat Packers, is being adopted by retail associations in many cities. Secretaries of Chambers of Commerce in cities of twenty thousand and over population have been informed of the purpose of the course, and are offering cooperation to the retailers of their respective cities.

Prof. Barnhart, who had direct charge of the development of the vocational course, made the necessary contact with all city and state educational directors where such offices were functioning, and the state of Ohio is credited with being the first to make the public announcement of its progress in this educational work.

Groups taking advantage of this educational work are now established in New York City, Boston, Philadelphia, Cleveland, Toledo, Detroit, Chicago, Omaha, Spokane, Seattle and Los Angeles.

Milwaukee is fortunate in having one of the finest and best-equipped vocational schools in the United States and is making excellent progress in vocational studies.

The retailers' national executive committee, says National Secretary John A. Kotal, looks forward to all its local associations taking advantage of the vocational course and forming groups, as the present high prices of livestock, which in turn makes high retail prices, require full knowledge of how to price cuts if one is interested in the success of his business.

THE NATIONAL PROVISIONER

NEWS OF THE RETAILERS.

B. R. Kephart has purchased the City Meat Market, Wellston, Okla., from Knouse & Dingus.

C. E. Stone has sold his meat market at Waurika, Okla., to S. M. Kennedy.

Adam Doeringsfeld has purchased the South Side meat market at Gilmore City, Ia.

The meat market of George Daschner, 531 E. Michigan Ave., Lansing, Mich., was damaged by fire recently.

Wm. Weisman has purchased the meat business of A. Kahlheimer at Anoka, Minn.

C. H. Clay has purchased the meat market of Lloyd Larson at Amery, Wis.

Oscar Solverud and H. Swenson have purchased the Holtz Bros. meat market on Mill St., Amherst, Wis.

Henry F. Kubly has purchased the Cobb Meat Market at Cobb, Wis., from Phil Ivey.

John Stephani Co., Sheboygan, Wis., has been incorporated for \$60,000 to engage in the meat and grocery business. Incorporators: John, Sr., John, Jr. and Roman Stephani.

Wm. A. Willich will conduct an up-to-date meat market in the Hoelz building, Burlington, Wis.

A modernly equipped meat market will be installed in the Meyer Cash Grocery at Waverly, Ia.

The Piggly Wiggly grocery, 315 Chickasha Ave., Chickasha, Okla., will install a new meat department in the near future.

Thos. Jamieson and Frank Richards have disposed of their meat business at Clearwater, Kansas, to O. F. and I. F. Winn.

A. Hutton has sold his meat market at Lakin to C. B. Wagoner.

J. D. Cohn will open another meat market in the Ellis building, Waterloo, Ia., to be known as the Independent Meat & Grocery Co. No. 2.

John B. Davis will open a meat market at 315 E. Lewis St., Wichita, Kans.

J. C. Huffine and Alfred Minder have purchased the Central Market at 36 So. Wilson Ave., Manhattan, Mont., from Kiefer Brothers.

L. L. Foight will open a meat market in connection with the Opfelt grocery in the Baer building, York, Nebr.

G. G. Laven has purchased the Peoples' Meat Market, Fairfax, Minn., from O. T. Simons.

Joe Blume will open a meat market at E. Adams and N. Pearl St., Macomb, Ill.

M. Swanders has purchased the meat business of Chas. Lynes & Son at Brownsville, Oregon.

The Kroger Grocery & Baking Co. are opening a new meat market in Bloomfield, Ind., in the G. A. Haines store.

William Rake has purchased the City Meat Market at Plymouth, Ia., from J. Dieter.

E. Willets and his son Harry have purchased the Core Meat market at Knoxville, Ia.

The Red Owl Stores, Inc., will open a meat market in connection with their grocery store in the Jos. Wilson building, Park Rapids, Minn.

George Bothwell is adding a meat department to his grocery store, the Northside Grocery, at Clintonville, Wis.

The Madison Square Meat market will be opened at 615 W. Madison St., Danville, Ill.

Edward Meyer will engage in the meat business at 2635 Foothill Blvd., Pasadena, Cal.

Elmer Percival has purchased the West Side Market on 21st St., Falls City, Neb., from Albert Zimmerman.



"Meat Retailing"

By A. C. SCHUEREN

A volume which transplants the former "butcher" into the Retail Meat Business.

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LOS ANGELES MEAT PACKING.

The growth of the meat packing industry in Los Angeles, Calif., has kept step with the steady growth of the city and southern section of the state it would appear. Meat packing now ranks fourth in the city's list of industries, the annual sales of meats, meat products and by-products being close to \$82,000,000 annually. Nearly \$5,000,000 are paid out in wages by the meat plants each year.

There are in active operation in the city and county 31 establishments in which slaughtering is done. Of these, three are federally inspected, 19 city inspected and 9 county inspected.

About 1,600,000 head of livestock are slaughtered annually divided as follows: Cattle, 310,000; calves, 150,000; hogs, 516,000; sheep and lambs, 635,000.

New York Section

Among Retail Meat Dealers

Another interesting and well attended meeting was held by the Bronx Branch of the New York State Association of Retail Meat Dealers on Wednesday evening of last week. Three candidates were initiated and ten members enrolled for the vocational training school. The committee on the banquet and ball gave a very favorable report, as did the committee on the recent Ladies' Night. The latter committee was discharged with the thanks of the president and membership. Cooperative buying was discussed and many orders were given.

The Bronx Branch, New York State Association of Retail Meat Dealers, will hold their annual banquet and ball on Sunday, December 11, in the New Terrace Garden at 181st Street and Boston Road, as previously announced. The committee is working energetically on all details and cordially invites the members of the various locals to attend.

The Ladies' Auxiliary, New York State Association of Retail Meat Dealers, held a special meeting on Wednesday afternoon of last week in the home of the president, Mrs. Charles Hembdt. In view of the approaching Yuletide the ladies decided to distribute good cheer among the veterans along the lines followed last year. A certain sum of money was approved and a committee of volunteers will arrange the details. Mrs. G. Schmitt, who spent the summer in Europe, presented the ladies with a beautiful tray cloth as a souvenir of her trip. This was drawn for and Mrs. H. T. Vetter was the lucky winner. The next meeting will be in the Pythian Temple, 135 West 70th Street on Wednesday, December 14, and will be a social afternoon.

Robert Ehrenreich, a member of the Bronx Branch, and Mrs. Ehrenreich, a member of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, celebrated the thirtieth anniversary of their wedding on November 7th.

Albert Rosen, who has been chairman for several public meetings of the Retail Meat Dealers' Association recently, is receiving the congratulations of the trade upon becoming a granddaddy again. The occasion is the birth of a son last Friday to Mr. and Mrs. Joseph Cohn; Mrs. Cohn was Lillian Rosen.

MEAT SEIZURES IN NEW YORK.

The New York City Health Department reports the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the weeks stated as follows: Week ending November 5, 1927: Meat—Brooklyn, 94 lbs.; Manhattan, 1,108 lbs.; Bronx, 5 lbs.; Queens, 35 lbs.; total, 1,242 lbs. Fish—Brooklyn, 221 lbs.; Manhattan, 754 lbs.; total, 975 lbs. Poultry and Game—Manhattan, 203 lbs.

Week ending November 12, 1927: Meat—Brooklyn, 2 lbs.; Manhattan, 195 lbs.; Bronx, 52 lbs.; total 249 lbs. Fish—Manhattan, 5,545 lbs. Poultry and Game—Brooklyn, 73 lbs.; Bronx, 31 lbs.; Richmond, 5 lbs.; total 109 lbs.

Week ending November 19, 1927: Meat—Manhattan, 690 lbs.; Bronx, 50 lbs.; total, 740 lbs. Fish—Brooklyn, 500 lbs. Poultry and Game—Brooklyn, 140 lbs.; Manhattan, 240 lbs.; Richmond, 20 lbs.; total 400 lbs.

NEW YORK NEWS NOTES.

C. D. Middlebrook, of Wilson & Company, Chicago, was a visitor to the city this week.

Dr. J. J. Hayes, assistant general superintendent of Armour and Company, Chicago, is a visitor in New York this week.

J. F. Smith, head of the refinery department, Swift & Company, Chicago, was in New York for a few days this week.

J. J. Wilke, head of the butterine department, Wilson & Company, Chicago, was in New York for a few days this week.

Dr. L. M. Tolman, of the United Chemical & Organic Products Co., Chicago, was in New York the latter part of last week.

C. M. Baldwin, of Swift & Company's London office, is returning to London on the Majestic Saturday, after spending several weeks in the States.

Boyce E. Campbell, Armour and Company, Chicago, is in New York for a few days. He will return to Chicago and work as traveling superintendent from the general superintendent's office.

Walter Blumenthal, president of the United Dressed Beef Company, left on Wednesday of this week for a trip to Chicago, where he will arrive in time to attend the International Livestock Exposition.

Miss L. M. Knoeller, chairman of the wholesale meat division of the Red Cross Roll Call, is endeavoring to speed up the returns from the wholesale meat division in the hope that the total will far exceed that of last year. Miss Knoeller is secretary to W. A. Lynde, Wilson & Company, New York.

Catherine Grace, the eight-year old daughter of Joseph Grace, office manager of Cudahy & Company's 14th Street plant, has been receiving much commendation recently as an entertainer. She rendered several vocal selections in Katonah, N. Y., last Wednesday and appeared at the Winter Garden on Friday.

The turkey supply for this Thanksgiving season was plentiful and of varying quality. Concerns such as the H. C. Bochack Co., which had expert buyers in the field to maintain the reputation of their "De Luxe" brand of poultry, report turkeys of fine quality both for Thanksgiving and the Christmas holidays. In fact, they claim they will be the finest ever brought to the New York market.

Ewald Bartel, head of the provision firm of L. Bartel Co., Inc., of 2304 Twelfth avenue, recently returned from a several months' trip abroad, in which he was accompanied by his mother, widow of the founder of the firm. Mr. Bartel reports conditions in Europe improving rapidly. The people are getting on their feet, living economically and improving their condition constantly. Everywhere, he says, he found a sentiment against any more wars.

What are the chief points to know about in kosher killing of cattle? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

PORK PACKING VETERAN GONE.

P. J. Sweeney, president of the International Provision Co. of Brooklyn, N. Y.—probably one of the most active and energetic men for his age in the meat industry—passed to the great beyond on Wednesday, November 16. A man of sterling integrity and a hard worker, there could be no more fitting climax to his business career, which extended over a period of more than sixty years, than for him to be at his post of duty to the last.

Mr. Sweeney started in the meat business about 1861, working for a retail butcher, and it is interesting to note the number of hours consumed in traveling as well as what constituted a working day at that time. Mr. Sweeney lived in East Tenth street, New York City, and the shop in which he was employed was located on a site about where the New York Custom House now stands.

He was obliged to leave his home about 12:30 midnight, and between riding on horse cars and walking part of the way he was able to reach the shop in time for opening at 2 A. M., and from that hour until closing time, 6 P. M. weekdays and 10 P. M. Saturdays, he worked steadily.

The hours were not quite as hard on Sundays, when the shop opened at 6 A. M. and closed at 10 A. M. Some of the high-class shops, which now would be called "prime beef shops," were open from 5 A. M. to 1 P. M., and employees then went to the slaughterhouse, where the meat was slaughtered for the following day's use.

Despite these long hours and the fatigue of traveling, Mr. Sweeney found time to devote to sports. He was an expert oarsman and one of the leading champions of his day. He was one of the few that rowed around Manhattan Island in the winter, afeat which is still extremely difficult.

Mr. Sweeney's own story of his efforts to enlist in the union army during the civil war is unique. When he called at the enlistment office he was asked his age, and being of a truthful disposition he gave it correctly. The enlistment officer advised him to walk around the block and then he would be older. This advice he followed, and he enlisted in Company E, 22nd Regiment, serving until the close of the war.

On his return to civil life some English interests opened a packing house in Brooklyn, known as the International Provision Company, and Mr. Sweeney went to work there in 1865.

This house was devoted mostly to English meats, and some of the cuts that were popular at that time were the long shoulders and South Staffordshire sides. Most of the labor was brought over from England for the purpose of producing these cuts.

Mr. Sweeney started as a journeyman butcher, but by strict application soon became an expert in English meats, and for many years has been an authority on these cuts.

It is some years since Mr. Sweeney, together with one of his associates, Sam Finley, who came to the concern as an office boy, took over the business. Mr. Finley died several years ago.

Up to a few years ago Mr. Sweeney was the first man in the packinghouse in the morning and the last to leave at night. He often recalled with pleasure the time when it was necessary to open at 5 A. M. and work until 10 o'clock at night. He

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was very active, being at the plant every day, including the day of his death.

As might be supposed, two of his sons developed well under his training and they, together with some of the old employees who have been with the concern many years, relieved Mr. Sweeney so that towards the end he felt he could make his day a little shorter.

The products of the International Provision Company are well known and enjoy an enviable reputation. The reputation of the International Provision Company is such that Mr. Sweeney personally was to be congratulated on spending over sixty years in the business and maintaining such an honorable standing.

He was born in Ireland in 1844, and came to America as a boy, attending school in New York. The funeral took place from his home, 1721 Albemarle Road, Brooklyn, on Saturday, November 19. He is survived by his widow, two daughters and three sons, Rev. Father Edward, and Thomas and William, the latter two being associated with him in business.

Mr. Sweeney had about him a splendid organization built up through all these years, and at the head of it has been E. Patten, who is treasurer and sales manager of the company, and who has seen 30 years of service with the company. Mr. Patten is well known throughout the trade as a sales expert and as a strong advocate of "sell right" as a sales motto.

ESTONIAN LIVESTOCK.

All kinds of livestock in Estonia in June, 1927, showed increases over the preceding two years and also over prewar, except in the case of sheep, according to the U. S. Bureau of Agricultural Economics. Cattle in 1927 showed an increase over 1926 of 6 per cent, cows only, 2 per cent, swine 6 per cent, and sheep 0.2 per cent. Sheep, however, showed a decline compared with prewar of 10 per cent.

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Fort Atkinson, Wis. F. W. Jones, Pres.

When you
think of

Baskets

THINK
OF

LIGHTEST STRONGEST
BEST
A. Backus, Jr. & Sons
DEPT. N
DETROIT, MICH.



Get expert advice when you have trouble with your ice box. Write to Retail Editor of THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

In Spices, too, the Best is the Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers SPICES Grinders

Butchers Mills Brand

43 years reputation among packers for quality

BELL'S

Patent Parchment
Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

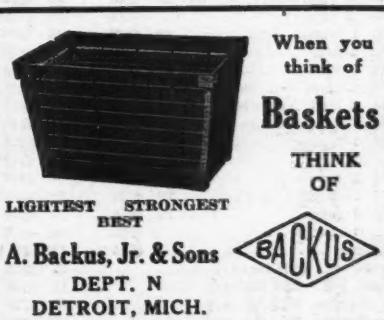
Write for Samples
and Prices

The Wm. G. Bell Co.
189 State St. Boston, Mass.

H.C. BOHACK Co. Inc.

Operating 204 Meat Markets in Brooklyn and throughout Long Island, offers wonderful opportunities to live-wire men. Must understand meat merchandising.

Main Office:
Metropolitan and Flushing Aves.,
BROOKLYN, N. Y.



November 26, 1927

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, prime, 100 lbs.	\$16.25 @ 16.60
Cows, medium.	5.50 @ 6.50
Bulls, light to medium.	5.00 @ 6.75

LIVE CALVES.

Calves, prime, 100 lbs.	\$16.75 @ 17.00
Calves, common to medium, per 100 lbs.	10.50 @ 14.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	@14.00
Sheep, 100 lbs.	2.50 @ 6.50

LIVE HOGS.

Hogs, heavy	@12.00
Hogs, medium	13.00 @ 13.25
Hogs, 120 lbs.	@12.50
Roughs	9.75 @ 10.00
Good Roughs	10.00 @ 10.25

DRESSED HOGS.

Hogs, heavy	@18.25
Hogs, 180 lbs.	@18.75
Hogs, 160 lbs.	@19.00
Pigs, 90 lbs.	@19.75
Pigs, under 140 lbs.	@19.25

DRESSED BEEF.

CITY DRESSED.	
Choice, native heavy	26 @27
Choice, native light	26 @27
Native, common to fair	22 @25

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	28 @25
Native choice yearlings, 400@600 lbs.	25 @26
Western steers, 600@800 lbs.	18 @21
Texas steers, 400@600 lbs.	15 @17
Good to choice heifers	23 @26
Good to choice cows	15 @17
Common to fair cows	12 @18
Fresh bologna bulls	12 @18

BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	33 @38
No. 2 ribs	21 @23	28 @32
No. 3 ribs	@18	23 @27
No. 1 loins	29 @32	40 @46
No. 2 loins	22 @29	34 @38
No. 3 loins	22 @24	30 @33
No. 1 hinds and ribs	30 @32	29 @33
No. 2 hinds and ribs	24 @25	25 @28
No. 3 hinds and ribs	21 @22	20 @24
No. 1 rounds	19 @20	20 @21
No. 2 rounds	18 @18	18 @19
No. 3 rounds	@17	@17
No. 1 chuck	19 @22	19 @21
No. 2 chuck	16 @18	17 @18
No. 3 chuck	@13	14 @16
Bologna	6 @6	12 1/2 @12 1/2
Bolts, reg., 6@8 lbs. avg.	22 @22	
Bolts, reg., 4@6 lbs. avg.	17 @18	
Tenderloins, 4@6 lbs. avg.	30 @70	
Tenderloins, 5@6 lbs. avg.	30 @90	
Shoulder clods	10 @11	

DRESSED CALVES.

Prime	24 @25
Choice	21 @23
Good	19 @20
Medium	15 @18

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	24 @26
Good lambs	23 @24
Lambs, poor grade	20 @22
Sheep, choice	15 @16
Sheep, medium to good	12 @14
Sheep, culs	8 @10

SMOKED MEATS.

Hams, 8@10 lbs. avg.	21 @22
Hams, 10@12 lbs. avg.	20 @21
Hams, 12@14 lbs. avg.	20 @21
Picnics, 4@6 lbs. avg.	16 1/2 @17
Picnics, 6@8 lbs. avg.	16 @17
Sollieets, 6@8 lbs. avg.	16 @17
Beef tongue, light	24 @26
Beef tongue, heavy	28 @30
Bacon, boneless, Western	26 @26
Bacon, boneless, city	21 @22
Pickled bellies, 8@10 lbs. avg.	18 @19

THE NATIONAL PROVISIONER

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	23 @24
Pork tenderloins, fresh	55 @60
Pork tenderloins, frozen	40 @45
Shoulders, city, 10@12 lbs. avg.	17 @18
Shoulders, Western, 10@12 lbs. avg.	17 @18
Butts, boneless, Western	22 @23
Butts, regular, Western	18 @20
Hams, Western, fresh, 10@12 lbs. avg.	20 @21
Hams, city, fresh, 6@10 lbs. avg.	23 @24
Picnic hams, Western, fresh, 6@8 lbs. avg.	16 @17
Pork trimmings, extra lean	20 @21
Pork trimmings, regular 50% lean	13 @14
Pork ribs, fresh	17 @18

Western, 43 to 47 lbs., lb..... 21 @21

Western, 30 to 35 lbs., lb..... 18 @19

Ducks—

Long Island, prime..... 23 @24

Squabs—

White, 11 to 12 lbs. to dozen, per lb..... 28 @28

Prime, dark, per dozen..... 2.50 @2.50

LIVE POULTRY.

Fowls, colored, per lb., via express..... 24 @24

Geese, swan, via express..... 12 @12

Turkeys..... 45 @45

Pigeons, per pair, via freight or express..... 48 @48

Guineas, per pair, via freight or express..... 90 @90

BUTTER.

Creamery, extras (92 score)..... 50 @50

Creamery, firsts (90 to 91 score)..... 46 1/2 @46 1/2

Creamery, seconds..... 40 @41 1/2

Creamery, lower grades..... 39 @39 1/2

EGGS.

Extras, gathered..... 59 @54

Extra firsts..... 50 @57

Firsts..... 42 @49

Checks..... 26 @32

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammonium.

Ammonium sulphate, bulk, delivered per 100 lbs. 12 @12

Ammonium sulphate, double bags, per 100 lbs. f. a. s. New York..... 24 @24

Blood, dried, 15-18% per unit..... 4.90 @4.90

Fish scrap, dried 11% ammonia, 10% B. P. L. f. o. b. fish factory..... 5.00 @5.00

Fish guano, foreign 13 @14% ammonia, 10% B. P. L. 4.75 @4.75

Fish scrap, acidulated, 8% ammonia, 8% A. P. f. o. b. fish factory..... 4.50 & 5.00

Soda Nitrate, in bags, 100 lbs. spot..... 2.40 @2.40

Tankage, ground 10% ammonia, 15% B. F. L. bulk..... 4.00 & 4.10

Tankage, unground, 9@10% ammonia..... 4.25 & 4.25

Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton..... 32.00 @32.00

Bone meal, raw 4 1/2 and 50 bags, per ton..... 38.00 @38.00

Acid phosphate, bulk, f. o. b. Baltimore, per ton, 16% fat..... 9.00 @9.00

Potash.

Manure salt, 20% bulk, per ton..... 12.40 @12.40

Kainit, 12.4% bulk, per ton..... 9.00 @9.00

Muritate in bags, basis 80%, per ton..... 36.40 @36.40

Sulphate in bags, basis 90%, per ton..... 45.70 @45.70

Emil Kohn, Inc.

Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

Office and Warehouse
407 East 31st St. NEW YORK, N. Y.
Caledonia 0113-0114

Lincoln Farms Products Corporation

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Manufacturer of Poultry Feeds

Office: 407 E. 31st St., New York City

Phone: Caledonia 0114-0124

Factory: Fisk St., Jersey City, N. J.

927
228
219
126
280
28.00

228
212
250
245
290

250%
249%
241%
239%

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k 50c
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12c

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